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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding no.	91249427
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BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

EVOLUTIONARY GUIDANCE) Opposition No. 91249427
MEDIA R&D INC.,) Serial No. 88219305
Opposer,) Seriai No. 66219309
11 /) Mark: THE CYBERHERO
V.) ADVENTURES; DEFENDERS
CYBERMAN SECURITY, LLC AKA) OF THE DIGITAL UNIVERSE
THE CYBERHERO ADVENTURES;) OF THE DIGITAL UNIVERSE
DEFENDERS OF THE DIGITAL) Dublished Mov. 14, 2010
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THE CYBERHERO ADVENTURES;) Opposition 110 #1288048
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UNIVERSE) Scriar 110. 00230130
UNIVERSE) Mark: CYBERHERO
Opposer) Mark. OTBERNIERO
Opposei) Published December 3, 2019
T.) I ublished December 5, 2015
V.)
EVOLUTIONARY GUIDANCE)
MEDIA R&D INC.,	,
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Applicant	,)
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APPLICANT CYBERMAN SECURITY, LLC'S (OPPOSITION NO 91249427) AND OPPOSER CYBERMAN SECURITY, LLC'S (OPPOSITION NO. 91253845) <u>COMBINED TRIAL BRIEF</u>

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TABLE OF CONTENTS

I.	INTRODUCTION	1
II.	STATEMENT OF ISSUES	3
III.	THE DESCRIPTION OF RECORD	3
IV.	FACTUAL BACKGROUND	4
a.	. The '427 Opposition	4
b.	. The '845 Opposition	6
V.	ARGUMENT	6
a.	. EGM's '427 Opposition should be denied and the Cyberman Mark should be	
re	egistered	6
	1. EGM has no propriety rights in the broader mark CYBERHERO – neither by	
	registration nor prior use	7
	2. EGM has not made a sufficient showing that its mark CYBERHERO	8
	LEAGUE is famous	8
	3. The common element of both marks "CYBERHERO" is weak and is thus only	
	afforded limited protection.	8
	4. The marks are substantially different.	. 10
	5. The goods sold under the marks are not related	. 13
b.	. Cyberman's '845 Opposition should be granted and registration of EGM's mark	
\mathbf{C}	YBERHERO should be denied	. 15

	1.	Cyberman is entitled to bring its Opposition against EGM's mark	15
	2.	Cyberman has a common law right in the mark CYBERHERO and EGM's	
	app	plied-for-mark CYBERHERO is identical to that mark	17
	3.	EGM's Mark CYBERHERO is generic and must thus not be registered	19
VI.	(CONCLUSION	21

TABLE OF AUTHORITIES

	Page(s)
Cases Allard Enterprises, Inc. v. Advanced Programming Resources, Inc., 146 F.3d 350, 46 U.S.P.Q.2d 1865, 1998 FED App. 0175P (6th Cir. 1998)	18
Benjamin J. Giersch v. Scripps Networks, Inc., 90 U.S.P.Q.2d 1020 (T.T.A.B. 2009)	7, 17, 18
Calypso Tech., Inc. v. Calypso Capital Mgmt., Lp, 100 U.S.P.Q.2d 1213 (T.T.A.B. 2011)	14
Champagne Louis Roederer, S.A. v. Delicato Vineyards, 148 F.3d 1373 (Fed.Cir.1998)	12
Corcamore, LLC v. SFM, LLC, 978 F.3d 1298 (Fed. Cir. 2020)	15
Cunningham v. Laser Golf Corp., 55 U.S.P.Q.2d 1842 (Fed. Cir. 2000)	16
Cyber-Tronics, Inc. v. Johnson Serv. Co., 156 U.S.P.Q. (BNA) ¶ 583 (T.T.A.B. Dec. 18, 1967)	
DuoProSS Meditech Corp. v. Inviro Medical Devices, Ltd., 695 F.3d 1247, 103 USPQ2d 1753 (Fed. Cir. 2012)	9
E. I. DuPont De Nemours & Co., 476 F.2d 1357 (C.C.P.A. 1973)	6
Empresa Cubana del Tabaco v. General Cigar Co., 753 F.3d 1270 (Fed. Cir. 2014)	15
Federated Foods, Inc. v. Fort Howard Paper Co., 544 F.2d 1098, 192 USPQ 24 (CCPA 1976)	6
Freedom Sav. and Loan Ass'n v. Way, 757 F.2d 1176 (11th Cir. 1985)	12
H. Marvin Ginn Corp. v. Int'l Ass'n of Fire Chiefs, Inc., 782 F.2d 987 (Fed.Cir.1986)	19

Heroko Intern., Inc. v. Kappa Books, Inc., 308 F.3d 1156, 64 U.S.P.Q.2d 1375 (Fed. Cir. 2002)	6
in <i>In Re Tintoria Piana U.S., Inc.</i> , No. 87776775, 2020 WL 1873065 (Mar. 25, 2020)1	4
In Re Albert Trostel & Sons Co., 29 U.S.P.Q.2d 1783 (T.T.A.B. 1993)1	3
In Re Coty Us LLC, No. 77631330, 2012 WL 1267919 (Mar. 29, 2012)	4
In re Majestic Distilling Co., Inc., 315 F.3d 1311 (Fed. Cir. 2003)	8
In re National Data Corp., 753 F.2d 1056, 224 U.S.P.Q. 749 (Fed. Cir. 1985)	1
In re Northland Aluminum Products, Inc., 777 F.2d 1556, 227 USPQ 961 (Fed. Cir. 1985)20	0
In Re Omg Elecs., LLC, No. 85703706, 2021 WL 725583 (Feb. 5, 2021)	9
In re Shell Oil Co., 992 F.2d 1204 (Fed. Cir. 1993)1	8
In re Zanova, Inc., 59 USPQ2d 1300 (T.T.A.B. 2000)10	0
International Ass'n of Machinists and Aerospace Workers, AFL-CIO v. Winship Green	
Nursing Center, 103 F.3d 196, 41 U.S.P.Q.2d 1251 (1st Cir. 1996)	8
Int'l v. Birligi, 99 U.S.P.Q.2d 1545 (T.T.A.B. 2011)1	5
Knapp-Monarch Co. v. Poloron Products, Inc., 134 U.S.P.Q. 412 (T.T.A.B. 1962)	9
Leading Jewelers Guild Inc. v. LJOW Holdings LLC, 82 USPQ2d 1901 (T.T.A.B. 2007)	8
Lexmark International, Inc. v. Static Control Components, Inc., 572 U.S. 118, 134 S.Ct. 1377, 188 L.Ed.2d 392 (2014)	5

L'Oreal S.A. v. Marcon, 102 USPQ2d 1434 (T.T.A.B. 2012)	19
Luigino's, Inc. v. Stouffer Corp., 170 F.3d 827 (8th Cir. 1999)	11
Massey Junior College, Inc. v. Fashion Institute of Technology, 492 F.2d 1399, 181 U.S.P.Q. 272 (C.C.P.A. 1974)	11
Merrill Lynch, 828 F.2d	9, 20
Mini Melts, Inc. v. Reckitt Benckiser LLC, 118 U.S.P.Q.2d 1464, 2016 WL 3915987 (T.T.A.B. 2016)	5, 19
Morgan Creek Prods., Inc. v. Foria Int'l, Inc., 91 U.S.P.Q.2d 1134 (T.T.A.B. 2009)	8
Odom's Tennessee Pride Sausage, Inc. v. FF Acquisition, L.L.C., 600 F.3d 1343 (Fed. Cir. 2010)	12
Sun Banks of Fla., Inc. v. Sun Fed. Sav. and Loan Ass'n, 651 F.2d 311 (5th Cir. 1981)	12
<i>T.A.B. Systems v. PacTel Teletrac,</i> 77 F.3d 1372, 37 USPQ2d 1879 (Fed. Cir. 1996)	7
Two Roads Brewing Co. LLC, No. 91248700, 2021 WL 1221484 (Mar. 29, 2021)	13
Statutes 15 U.S.C. 1126(e)	17
15 U.S.C. §1057 (c)	8
15 U.S.C. §§1052(d) and 1127	7, 24

I. INTRODUCTION

This is a consolidated proceeding of Oppositions No. 901253845 (the "845 Opposition") and No. 91249427 (the "427 Opposition").

Opposer in the '427 Opposition and Applicant in the '845 Opposition Cyberman Security, LLC, aka THE CYBERHERO ADVENTURES: DEFENDERS OF THE DIGITAL UNIVERSE (hereinafter "Cyberman"), through its undersigned counsel, submits this Combined Trial Brief in response to the Trial Brief of Applicant in the '427 Opposition and Opposer in the '845 Opposition Evolutionary Guidance Media R&D Inc. (hereinafter "EGM"). Cyberman applied for registration of the trademark THE CYBERHERO ADVENTURES: DEFENDERS OF THE DIGITAL UNIVERSE, U.S. Serial No. 88,219,305, (hereinafter the "Cyberman Mark" or "CYBERHERO ADVENTURES").

EGM claims in its Trial Brief that, "[s]ince 2011, EGM has expended extensive resources on advertising, marketing and promoting its goods and services under its CYBERHERO LEAGUE and CYBERHERO marks," and that "[c]onsumers are very likely to confuse Applicant's goods and services with EGM's based on EGM's longstanding use of its CYBERHERO LEAGUE and CYBERHERO marks. Further, any use by Applicant of the applied-for CYBERHERO ADVENTURES DEFENDERS OF THE DIGITAL UNIVERSE mark will dilute the strength, distinctiveness, and goodwill that EGM has amassed over the last 10 years" *See* EGM's Trial Brief, at 3—4. None of these claims have merit.

For one, EGM's claim that it has developed significant goodwill in its marks CYBERHERO and CYBERHERO LEAGUE is baseless since EGM has not shown sufficient proof of community support of its marks or has in any other way quantified EGM's goodwill.

By contrast, and unlike EGM suggests, the Cyberman Mark ever since its first use in commerce in May 2018, has developed into a well-renowned cybersecurity educational tool invented by Gary Berman who has made it his life mission to inform the public on cyber and media security. As part of this mission, Mr. Berman has also created a television show in which he has interviewed numerous high-profile personalities and experts in the field. (App. 004; 037-038). Mr. Berman has also created a network of over 20,000 followers on LinkedIn and participated in over fifty cybersecurity conferences—all under the Cyberman Mark. (App. 004; 009; 042; 052). Through these efforts, the goods and services of the Cyberman Mark have become synonymous with cybersecurity awareness and social responsibility in cyberspace. To reduce the Cyberman Mark to a use on comic books for entertainment comparable to children's computer games is a misrepresentation of the facts.

Moreover, EGM also falsely states in its Trial Brief that Cyberman has not submitted any evidence, even though Cyberman from its first filing in the '845 Opposition onward has submitted ample evidence, inter alia, on the genericness of the term "CYBERHERO" (or respectively "CYBER HERO"). See infra, III.

¹ Cyberman is submitting an Appendix with this Brief. References to the Appendix are denoted as "App. y-z," whereas "App." references the Appendix, and "y-z" references the page number(s).

Most importantly, EGM's claim that there is a likelihood of confusion is without merit since EGM's mark CYBERHERO LEAGUE and Cyberman's CYBERHERO ADVENTURES are substantially different.

II. STATEMENT OF ISSUES

- 1. Is there a likelihood of confusion between Cyberman's mark CYBERHERO ADVENTURES, U.S. Serial No. 88,219,305, and EGM's mark CYBERHERO LEAGUE, U.S. Registration No. 4,197,051?
- 2. Is there a likelihood of confusion between the Cyberman Mark ad EGM's mark CYBERHERO, U.S. Serial No. 88,293,133?
 - 3. Is EGM's applied-for-mark CYBERHERO generic?

III. THE DESCRIPTION OF RECORD

Unlike EGM asserts in its Trial Brief, Cyberman submitted ample evidence in the '427 and the '845 Opposition:

Form of Evidence	Description of Evidence
Cyberman's Answer to EGM's Opposition	Documentary evidence of third-party
No. '427 – See 4 T.T.A.B.VUE, Exhibits	uses of the term "cyberhero" showing
1—17; also incorporated as Exhibit B to	genericness of the term.
Cyberman's Opposition No. '845 – See 1	
T.T.A.B.VUE.	
Cyberman's Opposition No. '845, Exhibit	WIKIPEDIA List of generic and
C – See 1 T.T.A.B.VUE.	genericized trademarks.
Cyberman's Pretrial Disclosures to EGM,	Exhibit A: Documentary evidence related
Exhibits A—E, served on EGM on May 7,	to the prosecution of the trademark
2021.	registration for the Cyberman Mark.
	Exhibit B: Documentation related to the prosecution of the trademark application of the Cyberman Mark.
	Exhibit C: Documentation concerning registrations covering both the goods and services for the Cyberman Mark.

Exhibit D: Documentation from Cyberman's website and its trademark in use.
Exhibit E: Documentation of third-party use of the terms "CYBERHERO" or "CYBER HERO" showing genericness.

IV. FACTUAL BACKGROUND

a. The '427 Opposition

The '427 Opposition was filed by EGM against Cyberman's application of its mark CYBERHERO ADVENTURES. The '427 Opposition is based on EGM's mark CYBERHERO LEAGUE, U.S. Reg. No. 4,197,051, for "Interactive educational and entertainment services, namely, providing a web-based virtual educational theme-park featuring individuals, companies, and organizations engaged in charitable activities, which actively use the Internet to help other people, animals, or the environment" and "Providing a social networking website at which a user can give charitable gifts to others." First use in commerce of CYBERHERO LEAGUE was on February 1, 2011.

EGM claims that there is a likelihood of confusion between CYBERHERO LEAGUE and CYBERHERO ADVENTURES and that a registration of the Cyberman Mark should thus not be granted.

Cyberman filed its application of CYBERHERO ADVENTURES for "comic books" on December 10, 2018, and the application was published for opposition on May 14, 2019. Cyberman started using its Cyberman Mark in commerce on May 4, 2018. The comic books feature "real life cyber heroes" by telling the stories of people who were affected by cyber criminality. Their mission is to educate others on matters such as cybersecurity

and awareness as well as to empower people to pivot from victims of cybercrimes to advocates of cybersecurity.

Cyberman also owns the domain www.cyberherocomics.com which talks about Cyberman's mission and comics. (App. 037-047); see also Cyberman's Pretrial Disclosures to EGM, Exhibit D. The website also features Cyberman's own show, the "Cyberhero Adventures Show," created by Gary Berman, the founder of Cyberman. Since the first episode in 2019, there already have been over 100 episodes, each and every one featuring thought leaders throughout the cybersecurity and IT communities. (App. 052). Former guests include, among others, Sam Visner, Tech Fellow at MITRE and former advisor to the National Security Agency; Dr. Chase Cunningham, author of "Cyber Warfare" and CSO of Ericom Software; Dr. Herb Roitblat, author of "Algorithms are Not Enough" and former Principal Data Scientist at Mimecast; Phil Bove, National Security Agency; Shahid Shah, Founder/Publisher of Netspective Media and Matt Desch, CEO of Iridium Communications. (App. 010-038).

Given these efforts, the Cyberhero Adventure Show and CYBERHERO ADVENTURE comics have become leading in the cybersecurity field and are perceived by experts as a reliable source and partner in the field of cybersecurity. (App. 006; App. 046-047). Moreover, Mr. Berman's connections have grown steadily since the first commercial use of the Cyberman Mark. As of December 2021, Mr. Berman has over 20,000 followers on LinkedIn, including some of the key players in the cybersecurity ecosystem. (App. 004; 009; 016; 042; 054-56).

All of this shows that the goods sold under the Cyberman Mark are more than comic books meant for entertainment purposes. Instead, they have become synonymous

for renowned educational tools that shed more light on cybersecurity. It also shows that Cyberman has established significant goodwill in the Cyberman Mark.

b. The '845 Opposition

The '845 Opposition was filed by Cyberman against EGM's application of its mark CYBERHERO, U.S. Serial No. 88,293,133. Cyberman based the '845 Opposition, *interalia*, on its common law mark CYBERHERO, claiming that EGM's applied-for mark CYBERHERO is identical and thus confusingly similar. Cyberman also claims that EGM's applied-for-mark CYBERHERO is generic which further bars registration of the mark.

The opposed application was filed by EGM on February 7, 2019, as an intent to use application for, *inter alia*, "Downloadable Video Game Programs; Downloadable Electronic Game Software for Cellular Telephones." EGM has shown no use of the mark prior to the application.

V. ARGUMENT

a. EGM's '427 Opposition should be denied and the Cyberman Mark should be registered.

EGM's Opposition has no merit and the Cyberman Mark should be registered because there is no likelihood of confusion between CYBERHERO ADVENTURES and CYBERHERO LEAGUE under the *DuPont* factors. See In re E. I. DuPont De Nemours & Co., 476 F.2d 1357, 1361 (C.C.P.A. 1973). Here, the two most fundamental factors under this test – differences in the marks and in the goods – both weigh heavily against a finding of a likelihood of confusion. See Federated Foods, Inc. v. Fort Howard Paper Co., 544 F.2d 1098, 192 USPQ 24, 29 (CCPA 1976) ("The fundamental inquiry mandated

by § 2(d) goes to the cumulative effect of differences in the essential characteristics of the goods and differences in the marks.").

1. EGM has no propriety rights in the broader mark CYBERHERO – neither by registration nor prior use.

As a threshold matter, it should be noted that EGM has no previous proprietary rights in the broader mark CYBERHERO. For that reason, the likelihood of confusion analysis is limited to a comparison of EGM's mark CYBERHERO LEAGUE and the Cyberman Mark.

"A party may establish its own prior proprietary rights in a mark through ownership of a prior registration, [or] actual use. See Trademark Act §\$2(d) and 45, 15 U.S.C. §\$1052(d) and 1127." Benjamin J. Giersch v. Scripps Networks, Inc., 90 U.S.P.Q.2d 1020 (T.T.A.B. 2009), citing T.A.B. Systems v. PacTel Teletrac, 77 F.3d 1372, 37 USPQ2d 1879 (Fed. Cir. 1996). "It is well settled that in the absence of any evidence of earlier use, the earliest date upon which respondent may rely is the filing date of its underlying application. See Trademark Act Section 7(c), 15 U.S.C. §1057 (c)." Id.

Here, as laid out above, EGM has no registered trademark CYBERHERO. EGM also did not have any use of the mark CYBERHERO prior to its application in February 2019. This is evidenced by the fact that EGM filed an intent to use application. Indeed, EGM only can show use in commerce of the mark CYBERHERO LEAGUE. EGM thus does not have a common law right in the mark CYBERHERO. As a result, EGM can only claim a right in the composite mark CYBERHERO LEAGUE – not in CYBERHERO.

As the following sections will show, no likelihood of confusion exists between CYBERHERO ADVENTURES and CYBERHERO LEAGUE.

2. EGM has not made a sufficient showing that its mark CYBERHERO LEAGUE is famous.

EGM claims that it has developed substantial goodwill in its mark CYBERHERO LEAGUE and that CYBERHERO LEAGUE "has become increasingly famous, well known, and distinctive." See EGM's Trial Brief, at 4. However, no evidence has been submitted by EGM that shows that CYBERHERO LEAGUE is famous or that could otherwise substantiate EGM's claim. For this lack of evidence, EGM's assertions fall short of a sufficient showing that CYBERHERO LEAGUE should be afforded greater protection because of its fame. See Morgan Creek Prods., Inc. v. Foria Int'l, Inc., 91 U.S.P.Q.2d 1134 (T.T.A.B. 2009), citing Leading Jewelers Guild Inc. v. LJOW Holdings LLC, 82 USPQ2d 1901, 1904 (T.T.A.B. 2007) ("[I]t is the duty of a party asserting that its mark is famous to clearly prove it."). Indeed, in Morgan Creek, the Board held that the opposer has not met its burden to show that its mark was famous because it did not provide sufficient context of its sales and advertising figures. The same is true for EGM.

3. The common element of both marks "CYBERHERO" is weak and is thus only afforded limited protection.

The term "CYBERHERO" shared by both EGM's Cyberhero League Mark and the Cyberman Mark is weak and therefore should only be afforded limited protection. International Ass'n of Machinists and Aerospace Workers, AFL-CIO v. Winship Green Nursing Center, 103 F.3d 196, 206, 41 U.S.P.Q.2d 1251 (1st Cir. 1996) ("Under the Lanham Act strong marks enjoy the greatest protection against infringement."). It is therefore unlikely that the common element of both marks (i.e., the term "CYBERHERO") is going to create confusion among costumers. See Cyber-Tronics, Inc. v. Johnson Serv. Co., 156 U.S.P.Q. (BNA) ¶ 583 (T.T.A.B. Dec. 18, 1967) ("a suggestive,

although possibly not descriptive, mark bestows upon its proprietor a narrower orbit of protection that may permit another party to enter the same broad field of trade and use the same or a similar mark for goods distinctly different from those of the prior user without giving rise to a likelihood of confusion or mistake as to the origin of the respective goods.").

A portion of a mark is "weak" if that portion is descriptive, highly suggestive, or is in common use by many other sellers in the market. See Knapp-Monarch Co. v. Poloron Products, Inc., 134 U.S.P.Q. 412 (T.T.A.B. 1962) (THERMEX—THERM-A-JUG: no likelihood of confusion, as common "THERM" is suggestive of heat-insulating). A mark is suggestive if it "requires imagination, thought and perception to reach a conclusion as to the nature of the goods, while a merely descriptive mark forthwith conveys an immediate idea of the ingredients, qualities or characteristics of the goods." In Re Omg Elecs., LLC, No. 85703706, 2021 WL 725583, at *2 (Feb. 5, 2021), citing DuoProSS Meditech Corp. v. Inviro Medical Devices, Ltd., 695 F.3d 1247, 103 USPQ2d 1753, 1755 (Fed. Cir. 2012). "[T]he question is whether someone who knows what the goods ... are will understand the mark to convey information about them." Id.

Here, the term "CYBERHERO" is suggestive of EMG's internet related goods and services since its subpart "CYBER" is a common "[i]nternet-related prefix[] [similar to] e-, i-, ...-, info-, techno- and net-[which] are added to a wide range of existing words to describe new, Internet- or computer-related flavors of existing concepts, often electronic products and services that already have a non-electronic counterpart." *Id.* at *3. Along those lines, the Board in *In Re Omg. Elecs.*, held that the mark IWATCH was merely descriptive of the goods on which it was used, i.e., smart watches. Similarly, the Board

in *Cyber-Tronics* confirmed the suggestive nature of the term "CYBERTRONICS" "as applied to electronic equipment and apparatus generally." At 4. *See also In re Zanova, Inc.*, 59 USPQ2d 1300, 1305 (T.T.A.B. 2000) (holding that ITOOL is merely descriptive of computer software for use in creating web pages, and custom design of websites for others). Cyberman has also provided evidence to that effect, i.e., that the term "CYBER" is commonly used in the realm of internet related goods and services. *See* Cyberman's Opposition No. '845 – See 1 T.T.A.B.VUE, Exhibit C; Cyberman's Pretrial Disclosures to EGM, Exhibits E; (App. 065-086).

Accordingly, the term CYBER is weak and can only be afforded limited protection.

4. The marks are substantially different.

The proper standard for the likelihood of confusion analysis under the first DuPont factor, i.e., the similarity of the marks, requires that the marks have to be "viewed in their entireties in terms of appearance, sound, connotation and overall commercial impression." DuPont at 1361.

An evaluation of appearance, connotation and overall impression of the Cyberman Mark shows that its can be clearly distinguished from CYBERHERO LEAGUE and is not confusingly similar.

First and foremost, the Cyberman Mark consists of multiple words: CYBERHERO ADVENTURES: DEFENDERS OF THE DIGITAL UNIVERSE. By contrast, CYBERHERO LEAGUE only consists of two words. Out of the seven words that comprise the Cyberman Mark, only a single word overlaps with CYBERHERO LEAGUE. This is a significant difference in the marks' overall impression — contrary to EGM's assertion. See EGM's Trial Brief, at 9 ("It is hard to imagine greater similarity than when

the challenged mark sound and mean essentially the same as the registered mark. This is true even though the challenged mark includes the additional terms "DEFENDERS OF THE DIGITAL UNIVERSE.").

EGM's analysis which singles out one word of the composite marks contradicts ample and established case law according to which multi-word marks must be compared in their entirety, rather than by breaking them up into their component parts. See, e.g., Massey Junior College, Inc. v. Fashion Institute of Technology, 492 F.2d 1399, 1402, 181 U.S.P.Q. 272, 273 (C.C.P.A. 1974) ("It is axiomatic that a mark should not be dissected and considered piecemeal; rather, it must be considered as a whole in determining likelihood of confusion."); also see In re National Data Corp., 753 F.2d 1056, 224 U.S.P.Q. 749, 751 (Fed. Cir. 1985) ("[L]ikelihood of confusion cannot be predicated on dissection of a mark, that is, on only part of a mark.").

Along those lines, every word in a multi-word mark is offered the same significance when assessing the similarities of marks and the fact that the dominant words of both marks are similar or identical, is irrelevant. *See Luigino's, Inc. v. Stouffer Corp.*, 170 F.3d 827, 830 (8th Cir. 1999) ("The use of identical dominant words does not automatically mean that two marks are similar.").

Under this appropriate standard for assessing the similarity of the marks, no likelihood of confusion exists between CYBERHERO LEAGUE and CYBERHERO ADVENTURES: DEFENDERS OF THE DIGITAL UNIVERSE.

This is further supported by the fact that the term "CYBER" which is the common part of both marks (see supra, a. 3.), is weak. Case law is clear that even minor differences between marks that share a weak common element negate any likelihood of

confusion. See Freedom Sav. and Loan Ass'n v. Way, 757 F.2d 1176, 1183 (11th Cir. 1985) (denying a likelihood of confusion between the marks "Freedom Realty" and "Freedom Savings and Loan Association" based on the fact that the marks were suggestive and thus weak.).

Another instructive case is Sun Banks of Fla., Inc. v. Sun Fed. Sav. and Loan Ass'n, 651 F.2d 311, 316 (5th Cir. 1981). There, the court denied a likelihood of confusion between the marks SUN BANKS and SUN FEDEARL, stating: "Whether an addition is sufficient to prevent confusion in a particular instance depends upon the strength of the main part of the mark and the distinctiveness of the additional feature. Where a trademark is itself weak, minor additions may effectively negate any confusing similarity." (emphasis added). Here, the Cyberman Mark contains not only a minor addition, but in fact contains six words that differ from EGM's mark CYBERHERO LEAGUE. See supra. These additional words easily qualify as a minor, if not substantial, alterations.

In light of these clear differences between the marks alone, no likelihood of confusion exists, and EGM's Opposition should be denied. See Odom's Tennessee Pride Sausage, Inc. v. FF Acquisition, L.L.C., 600 F.3d 1343, 1346–47 (Fed. Cir. 2010), citing Champagne Louis Roederer, S.A. v. Delicato Vineyards, 148 F.3d 1373, 1375 (Fed.Cir.1998) (no likelihood of confusion existed based solely on the dissimilarity of the marks, holding: "[A] single DuPont factor may be dispositive in a likelihood of confusion analysis, especially when that single factor is the dissimilarity of the marks.").

5. The goods sold under the marks are not related.

EGM claims that the goods sold under CYBERHERO LEAGUE and the Cyberman Mark are related. In support of this notion, EGM relies on a list of 20something trademark registrations for comic books and computer games. See 13 T.T.A.B.VUE Exhs. EGM2 – EGM25. This argument is of no avail. Almost every single registration EGM lists in its evidence has issued under Section 44(e) of the Act, 15 U.S.C. 1126(e), meaning that the trademarks have no use in commerce. As such, the registrations have little to no probative value to show relatedness of goods. In Re Albert Trostel & Sons Co., 29 U.S.P.Q.2d 1783 (T.T.A.B. 1993) ("Third-party registrations which have issued under Section 44(e) ... have very little persuasive value on this point. In the present case, four of the five third-party registrations made of record by the Examining Attorney issued under the provisions of Section 44(e) of the Act, based only upon ownership of a foreign registration. Accordingly, while we have considered the third-party registration evidence, its probative value is very limited."). The registrations should thus be disregarded. See Two Roads Brewing Co. LLC, No. 91248700, 2021 WL 1221484, at *9 (Mar. 29, 2021) ("We also have not considered Reg. No. 5756221 because it registered under Section 44(e) of the Trademark Act, and no Section 8 declaration of use has been filed.").

The truth is that there is no overlap between the goods. Cyberman's application of CYBERHERO ADVENTURES is for comic books whereas EGM's registration of CYBERHERO LEAGUE is for interactive educational and entertainment services, as well as a social networking website. The mere fact that both Cyberman's and EGM's goods and services fall broadly into the category of web-based services does not suffice to

show relatedness. See Calypso Tech., Inc. v. Calypso Capital Mgmt., Lp, 100 U.S.P.Q.2d 1213 (T.T.A.B. 2011) ("[I]n order to find that goods and services are related, there must be more of a connection than that a single term, in this case "financial field," may be used to generally describe them."). Similarly, the Board in In Re Tintoria Piana U.S., Inc., No. 87776775, 2020 WL 1873065 (Mar. 25, 2020) reversed a Section 2(d) refusal, holding that the Registrant's goods in the case, comprising of woolen goods such as mufflers and shawls, yams and threads, as well as bed covers, blankets and clothing, were not confusingly similar to the hydrophobic textile fibers for which the Applicant sought trademark protection. The Board stated that even though both goods generally could be categorized as textiles, the goods were related because textile fibers and textile fabrics are goods that are often provided together and marketed under the same mark. The Board also clarified that the evidence must take into account the specific differences between the goods. Here, the differences are evidenced by the descriptions of the services and goods in the application and registration. Moreover, as laid out above, Cyberman's goods and services have the particular aim to empower victims of cybercrimes and educate specifically on those issues. This is clearly distinguishable from EGM's services which more resemble a virtual reality platform that invites people "to do good" on the internet. This also shows that the goods serve different and very specific purposes. Arguably, the narrower the goods' purpose and suggested use, the more unlike is it that consumers will be confused. See In Re Coty Us LLC, No. 77631330, 2012 WL 1267919, at 2 (Mar. 29, 2012) (embracing Applicant's argument that its goods were very limited in their use and function and thus were distinctly different than those offered under the registered mark.).

Moreover, that comic books and internet-based services are sometimes provided together is not sufficient for a showing that the goods are similar – just like the fact "that two different items can be found in a supermarket, department store, drug store, or mass merchandiser does not suffice to show that the goods are related for Section 2(d) purposes." *Mini Melts, Inc. v. Reckitt Benckiser LLC*, 118 U.S.P.Q.2d 1464, 2016 WL 3915987 (T.T.A.B. 2016).

Accordingly, no likelihood of confusion exists based on a similarity of the goods.

b. Cyberman's '845 Opposition should be granted and registration of EGM's mark CYBERHERO should be denied.

1. Cyberman is entitled to bring its Opposition against EGM's mark.

Cyberman has statutory standing (or entitlement) to oppose EGM's application of CYBERHERO. To establish such entitlement, an opposer must (1) be within the "zone of interest" protected by the statute; and (2) show "proximate causation" between plaintiffs alleged injury and the alleged statutory violation. See Corcamore, LLC v. SFM, LLC, 978 F.3d 1298, 1303 (Fed. Cir. 2020), cert. denied, 210 L. Ed. 2d 833 (May 24, 2021), citing Lexmark International, Inc. v. Static Control Components, Inc., 572 U.S. 118, 134 S.Ct. 1377, 188 L.Ed.2d 392 (2014). The Court in Corcamore clarified that the analysis under Lexmark is analogous to the previous analytical framework according to which the opposer must show a real interest in the proceeding as well as a reasonable believe that it would be damaged by the registration of the opposed applied-for-mark. Empresa Cubana del Tabaco v. General Cigar Co., 753 F.3d 1270 (Fed. Cir. 2014). If the opposition is based on a likelihood of confusion argument, all that is necessary for opposer to have standing is to allege a claim of likelihood of confusion that is plausible and not wholly without merit. See, e.g., Int'l v. Birligi, 99 U.S.P.Q.2d 1545 (T.T.A.B. 2011) ("IT]he

arguable similarities in the marks and the arguable relatedness of the goods is sufficient for us to find that opposer has met the statutory requirement of establishing a reasonable belief of damage by showing that it possesses a real interest in the proceeding, and is not an intermeddler."). Moreover, standing does not require that the opposer is the owner of a registered trademark. Prior use of the trademark suffices to establish priority – and thus standing. See, e.g., Herbko Intern., Inc. v. Kappa Books, Inc., 308 F.3d 1156, 1162, 64 U.S.P.Q.2d 1375 (Fed. Cir. 2002) ("To establish priority, the petitioner must show proprietary rights in the mark that produce a likelihood of confusion. ... These proprietary rights may arise from a prior registration, prior trademark or service mark use, prior use as a trade name, prior use analogous to trademark or service mark use, or any other use sufficient to establish proprietary rights.").

Here, Cyberman has demonstrated a substantial interest in the proceeding by pleading that EGM's applied-for-mark CYBERHERO is confusingly similar to CYBERHERO ADVENTURES. Cyberman's application also forms the basis of Cyberman's reasonable belief that it would be damaged from registration of EGM's mark CYBERHERO given the likelihood of confusion between the marks and because Cyberman believes that registration of EGM's mark CYBERHERO will dilute and tarnish the Cyberman Mark. See Cyberman's Notice of Opposition '845, 1 T.T.A.B.VUE (paras. 5-12). See Cunningham v. Laser Golf Corp., 55 U.S.P.Q.2d 1842, 1844 (Fed. Cir. 2000) ("Laser Golf owns two prior registrations. These registrations and the products sold under the mark they register suffice to establish Laser Golf's direct commercial interest and its standing to petition for cancellation of Cunningham's LASERSWING mark.").

Cyberman can also establish priority by showing that it began using its Cyberman Mark prior to EGM's use of CYBERHERO. As stated above, Cyberman has been continuously using CYBERHERO ADVENTURES in commerce since May 2018 whereas EGM has only filed its intent to use application for the mark CYBERHERO in February 2019. EGM's assertion that "EGM has continuously used its ... CYBERHERO marks in commerce since at least as early as 2010" is thus belied. See EGM's Trial Brief at 6. Indeed, nothing in the record indicates such use of the single word mark CYBERHERO prior to Cyberman's application of the Cyberman Mark. Previous use only existed with regard to EGM's mark CYBERHERO LEAGUE.

2. Cyberman has a common law right in the mark CYBERHERO and EGM's applied-for-mark CYBERHERO is identical to that mark.

Pursuant to 15 U.S.C. §1052(d), a mark may not be registered if it is likely to cause confusion based on a registered mark previously used in the United States by another and not abandoned. A proprietary right in a mark can also be established through prior use. See Benjamin J. Giersch, supra, 90 U.S.P.Q.2d 1020 ("A party may establish its own prior proprietary rights in a mark through ... actual use.").

Here, registration of EGM's mark CYBERHERO should be denied because (1) Cyberman has a common law right in the mark CYBERHERO and (2) because the applied-for-mark CYBERHERO is identical and thus confusingly similar to Cyberman's common law mark CYBERHERO.

Cyberman has a common law right in the mark CYBERHERO based on its use of the mark since May 2018. See Cyberman's Application, U.S. Serial No. 88,219,305; see also Cyberman's Opposition, '845, 1 T.T.A.B.VUE, para. 3. By contrast, EGM only filed its application of the mark CYBERHERO in February 2019 – almost one year after

Cyberman's first use in commerce. No evidence of prior use was submitted by EGM. "It is well settled that in the absence of any evidence of earlier use, the earliest date upon which respondent may rely is the filing date of its underlying application." *Id.* Also see *Allard Enterprises, Inc. v. Advanced Programming Resources, Inc.*, 146 F.3d 350, 356, 46 U.S.P.Q.2d 1865, 1998 FED App. 0175P (6th Cir. 1998) ("One of the bedrock principles of trademark law is that trademark ... ownership is not acquired by federal or state registration. Rather, ownership rights flow only from prior appropriation and actual use in the market.")

Notably, EGM's claim that it has a common law right in CYBERHERO conflates the rights EGM has in its registered mark CYBERHERO LEAGUE (which is the basis of EGM's '724 Opposition) and its applied-for-mark CYBERHERO. Unlike EGM suggests, use of the composite mark CYBERHERO LEAGUE does not establish use of the broader mark CYBERHERO. Otherwise, every owner of a composite mark would own rights as to every term of the mark.

Registration of EGM's applied-for-mark CYBERHERO should be barred because it would create a likelihood of confusion with Cyberman's common law mark CYBERHERO given that the mark is identical – regardless of whether the goods or services are related. See In re Majestic Distilling Co., Inc., 315 F.3d 1311, 1315 (Fed. Cir. 2003), citing In re Shell Oil Co., 992 F.2d 1204, 1207 (Fed. Cir. 1993) ("[E]ven when goods or services are not competitive or intrinsically related, the use of identical marks can lead to the assumption that there is a common source.") (internal quotations omitted). This taken alone warrants that Cyberman's Opposition should be granted.

Moreover, the goods and services for which EGM seeks registration of CYBERHERO are related to the goods and services on which Cyberman uses its common law mark CYBERHERO. "Where, as here, the marks are nearly identical, "[i]t is only necessary that there be a viable relationship between the goods' to support a finding of likelihood of confusion." *Mini Melts, Inc. v. Reckitt Benckiser LLC*, 118 USPQ2d 1464, 1471 (T.T.A.B. 2016), quoting *L'Oreal S.A. v. Marcon*, 102 USPQ2d 1434, 1439 (T.T.A.B. 2012). Such viable relationship clearly exists here where both marks are used on online entertainment and education. Specifically, this use is reflected in the comic books published by Cyberman, as well as Cyberman's website and show – all of which are virtual tools with the purpose of educating people on cybersecurity. *See supra*. Similarly, EGM seeks registration of the mark CYBERHERO in connection with educational and entertainment services using storytelling, animation and cartoon characters.

3. EGM's Mark CYBERHERO is generic and must thus not be registered.

Even if no likelihood of confusion were to exist between the marks, EGM's mark CYBERHERO cannot be registered because it is generic. It is axiomatic that "[a] generic term cannot be registered as a trademark, for generic terms by definition are incapable of indicating source." Merrill Lynch, 828 F.2d at 1569; see H. Marvin Ginn Corp. v. Int'l Ass'n of Fire Chiefs, Inc., 782 F.2d 987, 989–90 (Fed.Cir.1986). A generic term is the common name for the genus of goods or services being sold. In order to determine whether a mark is generic, courts employ "a two-step inquiry: First, what is the genus of goods or services at issue? Second, is the term sought to be registered or retained on the register understood by the relevant public primarily to refer to that genus of goods or services?" See H. Marvin Ginn Corp. at 990. "Evidence of the public's understanding

of a term may be obtained from any competent source, including testimony, surveys, dictionaries, trade journals, newspapers and other publications." *Merrill Lynch*, 4 USPQ2d at 1143, and *In re Northland Aluminum Products, Inc.*, 777 F.2d 1556, 227 USPQ 961, 963 (Fed. Cir. 1985).

Applying these criteria to the instant case allows for no other conclusion but that CYBERHERO is a generic term.

The genus of the goods and services here can be defined as online and internet related games and software which are aimed at educating users of the games on cybersecurity and awareness. Turning to the second inquiry, Cyberman has provided ample evidence showing that the term "CYBERHERO" has been in common use since as early as the 1980s and typically refers to a form of an "internet" hero that represents and assists individuals who use the internet and digital technologies for other people, animals and the environment with the goal of achieving humanity's highest ideals and aspirations, including world peace, social justice, environmental protection and planetary stewardship. *See* Cyberman's Answer to EGM's Opposition No. '427, 4 T.T.A.B.VUE, Exhibits 1—17; also incorporated as Exhibit B to Cyberman's Opposition No. '845, 1 T.T.A.B.VUE; (App. 065-086).

This overwhelming evidence shows that many third parties are already using the term CYBERHERO in exactly the same context as EGM, i.e., fighting against cyber criminality and using the internet as a tool to do good. Given this generic nature, EGM should not be allowed to monopolize the term that has to so widely come to be understood as an archetype for online heroes.

For this reason alone, registration of the mark CYBERHERO should be refused.

VI. CONCLUSION

For the reasons set forth above, Cyberman respectfully requests the Board to deny EGM's Opposition and to grant Cyberman's Opposition to EGM's application of the mark CYBERHERO.

Respectfully submitted,

DATED this 23rd day of December, 2021.

RIMON, P.C.

By: /s/Maxim H. Waldbaum

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Attorney for Applicant in Opposition '427 and Opposer in Opposition '845

CERTIFICATE OF SERVICE

I hereby certify that on December 23, 2021, a copy of the Combined Trial Brief of Cyberman Security LLC, Applicant in Opposition No. 91249427 and Opposer in Opposition No. 91253845 was served by electronic mail on Evolutionary Guidance Media R&D Inc.'s attorney of record as follows:

MLowry@wlj.com

Meredith K. Lowry, AR Bar 2005232 WRIGHT LINDSEY & JENNINGS LLP 3333 Pinnacle Hills Pkwy. Ste. 510 Rogers, AR 72758

Attorney for Opposer in Opposition '427 and Applicant in Opposition '845

<u>/s/Tad Prizant</u> Tad Prizant

BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

EVOLUTIONARY GUIDANCE) Opposition No. 91249427
MEDIA R&D INC.,)
) Serial No. 88219305
Opposer,)
v.) Mark: THE CYBERHERO
) ADVENTURES; DEFENDERS
CYBERMAN SECURITY, LLC AKA) OF THE DIGITAL UNIVERSE
THE CYBERHERO ADVENTURES;)
DEFENDERS OF THE DIGITAL) Published: May 14, 2019
UNIVERSE	
Applicant)
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CYBERMAN SECURITY, LLC AKA) Opposition No.: 91253845
THE CYBERHERO ADVENTURES;)
DEFENDERS OF THE DIGITAL) Serial No. 88293133
UNIVERSE)
) Mark: CYBERHERO
Opposer)
Opposer.	Published December 3, 2019
v.)
EVOLUTIONARY GUIDANCE)
MEDIA R&D INC.,) \
MEDIA NGO INC.,	<i>,</i>
Applicant	,)

APPENDIX TO COMBINED TRIAL BRIEF OF CYBERMAN SECURITY LLC, APPLICANT IN OPPOSITION NO. 91249427 AND OPPOSER IN OPPOSITION NO. 91253845

Maxim H. Waldbaum NY Bar Reg. No. 1532795 RIMON, P.C. 100 Park Ave., 16th Fl. New York, NY 10017 (971) 603-3095

 $\begin{tabular}{ll} Email: $\underline{\tt maxim.waldbaum@rimonlaw.com}$ \\ Attorney(s) for Cyberman Security, LLC \end{tabular}$

INDEX TO APPENDIX

Name of Document	Page Numbers
Screenshots of LinkedIn Profile of Gary Berman	App. $004 - \text{App. } 036$
Screenshots of www.cyberherocomics.com	App. $037 - \text{App. } 047$
CXO Fund - Cyber Hero Network Investor Deck	App. $048 - \text{App. } 064$
Third-party uses of CYBERHERO	App. $065 - \text{App. } 086$

Defendant in Opposition No. 91249427 ("427") and Plaintiff in Opposition No. 901253845 ("845") Cyberman Security, LLC (hereinafter referred to as "CYBERMAN" or "Defendant in '427 and Plaintiff in '845, hereby submits this Appendix of Genericness of Usage of Trademark(s) of CYBERMAN filed concurrently with the Combined Trial Brief.

Respectfully submitted,

DATED this 23rd day of December, 2021.

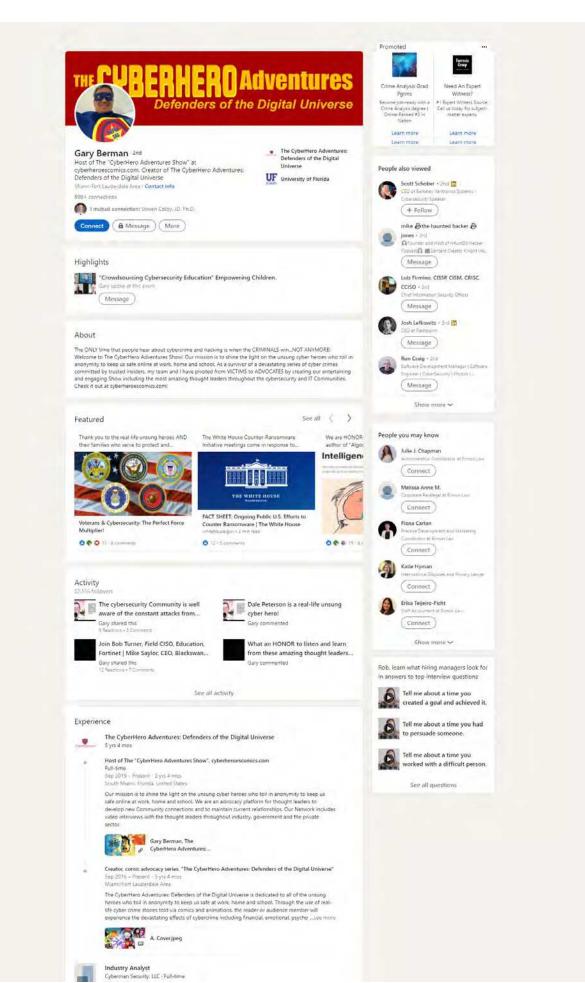
RIMON, P.C.

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maxim.waldbaum@rimonlaw.com

Attorney for Defendant in '427 and Plaintiff in '845





During the past three years. I have listened and learned from hundreds of the most influentia leaders within the Cyber Security Community while attending conferences. With permission. I have conducted and recorded countless one-on-one interviews with C-level and other senior executives from companies such as Intel



Cyber Security Industry Analyst: My "super...

CDM

Contributing Writer at Cyber Defense Magazine

Cyber Defense Magazine

Cyber Defense Magazine is a highly-respected media platform focusing on the Cyber Security Ecosystem and in supporting the Community with leading-edge best practices and sharing the information to over 1.4 million viewers. As the Creator of "The Cyber Hero Adventures: Defenders of the Digital Universe", we write about real-file stories of cyber crime and the orisons [...see more





Keynote Speaker: From Victim to Advocate

Humanizing Cyber Crime - Full-tim Mar 2017 - Present - 4 yrx 10 mps

Audiences from 100 to 5,000 will be AMAZED by Gary's "Forrest Gump" journey into the digital







Managing Director

We've worked with organizations to pitch joint ventures, strategic acquisitions and other high-level business development programs.



Co-Founder

Grasp Learning Aug 2012 – Jan 2015 - Z yrs 6 mos South Florida

Grasp Learning focused on making after school learning FUNI Our certified learning coaches work with children ages 5-16 in small group tutoring sessions. We provided a wholistic approach based upon your child's learning style with a special emphasis on movement and unleashing XOYI.



Executive Director

The Anthem Project Jan 2010 - May 2013 - 5 yrs 5 mos

The Anthem Project was a real estate development pilot project that when funded by the government, would have completely remvented how reterans reintegrated back into ovil society. The concept included housing, education, health care, employment braining, mental health services and many others. Unfortunately, we were a bit too early to partner with the Yell-ser-more.



Chief Executive Officer Market Segment Research Oct 1988 – Jan 2000 - 19 yrs 4 mos

Leading authority on the Hispanic African American. Asian and GLBT markets for major U.S. consumer goods companies including AT&T, General Motors P&G and other Fortune 500 companies. Produced the pioneering series of reports including The Minority Market Report. The Ethnic Market Report. The Portrait of the New America (partnership with Forbes Magazee mor

Show fewer experiences ^

Education



UF University of Florida

Volunteer experience



Past President of Temple Judea
The Margaux Early Childhood School at Temple Judea Jul 2013 – Jun 2014 + 1 yr Social Services

Temple Judea is a warm and welcoming Reform Jewish Congregation whose focus is life-long study, worship and acts of boring kindrens. Snaik. Avodáh Gemild Chasaden. As a temple family we embrace each other's needs throughout our inves and strive for personal and spinitual growth. And a sense of holiness. Kedushih. We recognise our connection and responsibility to the worldwide Jewish community, Nai Yisrael, and are committed to repairing the world. Tikkun Olam. Together we honor, share and celebrate our rich Jewish heritage from generation to generation. L'Dor V Dor.



Advisory Board Member (iroc2.org) Institute for Responsible Online & Cell Phone Communications Nov 2016 – Present ~ 3 yrs 2 mas

Given the significant increase in cyber-crimes including hacking of all types of devices, cyber-staking, cyber-builying, dentity thett. Infancial crimes and other online activity, the mission of (BOC2.arg is needed more now then ever! Their mission is to enlighten and empower children, parents, school administrators, law enforcement and others to prevent the negative consequences of cyber-crime from happening to them via their proprietary "Public & Permanent" pedagogy delivered in person and online.

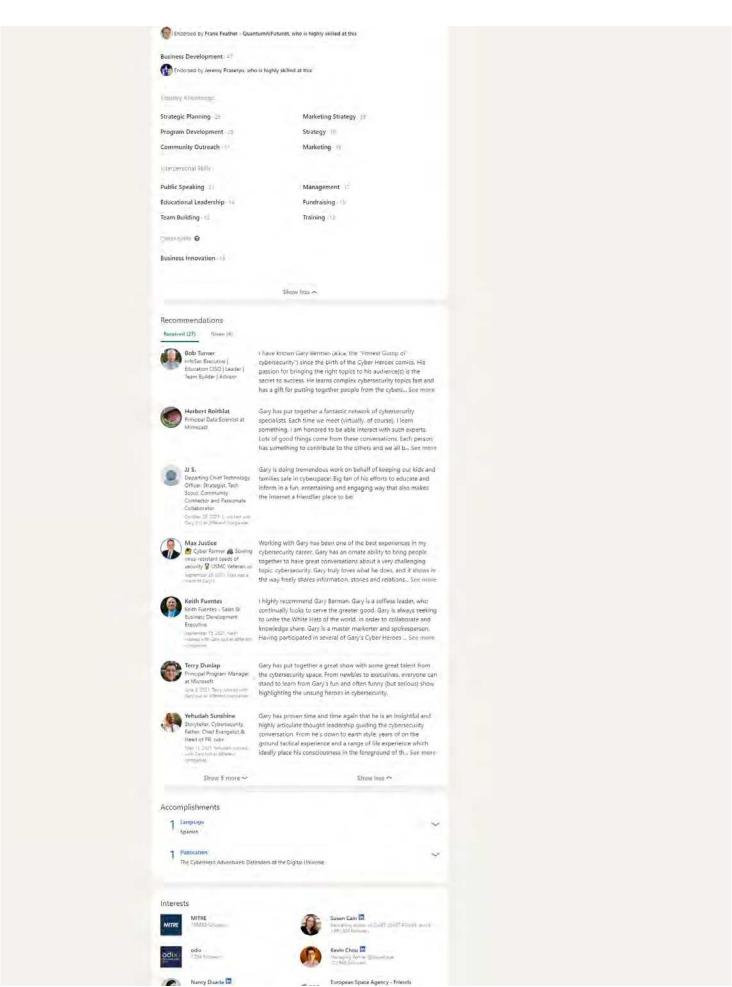
Skills & endorsements

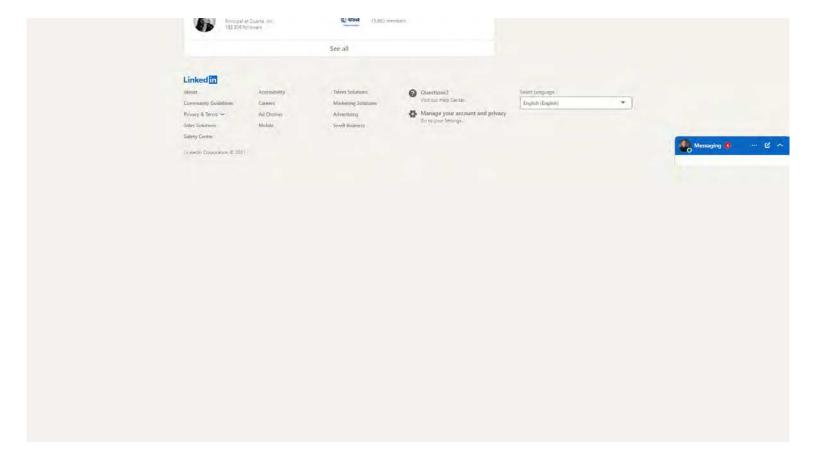
Entrepreneurship 52

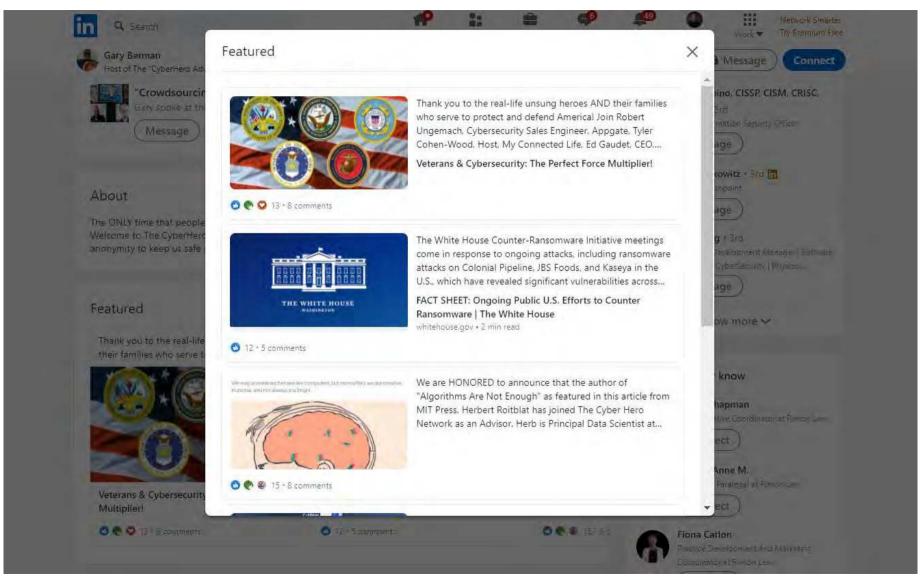


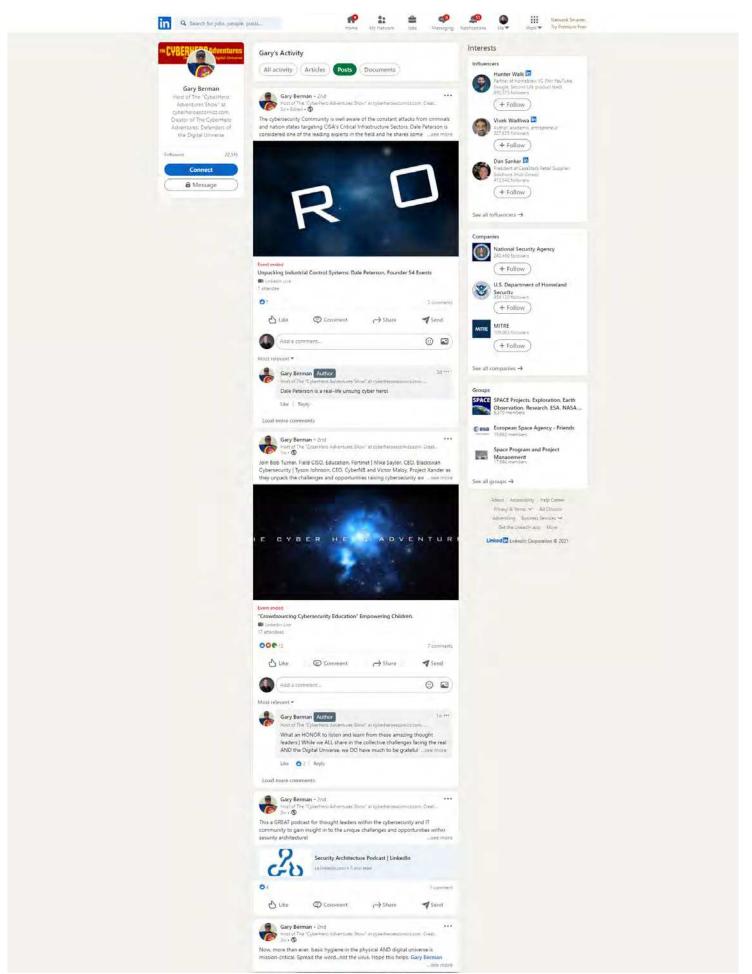
endorsed by Frank Feather - QuantumAiFuturist and 2 others who are highly skilled at this

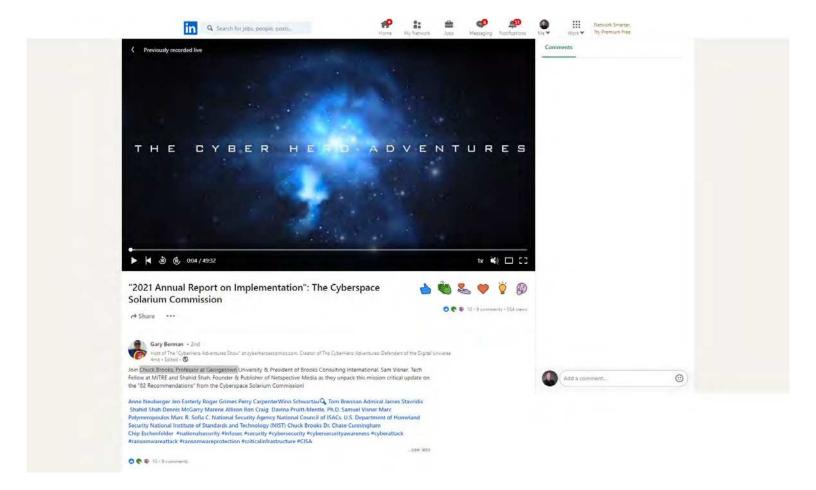
Leadership 45

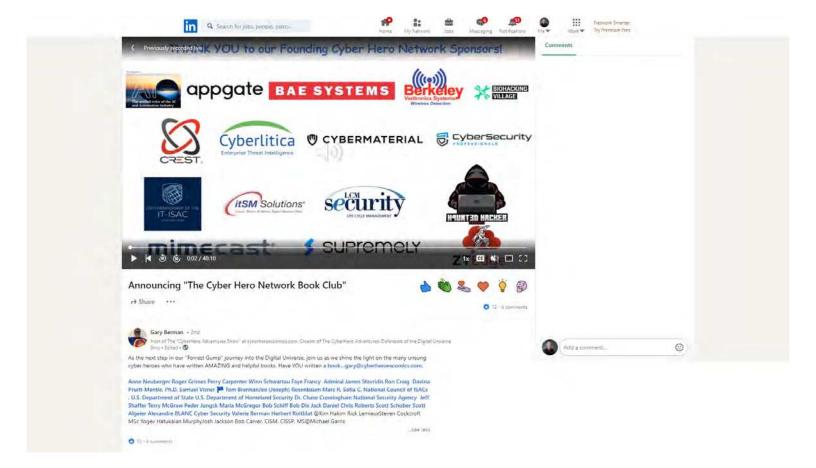


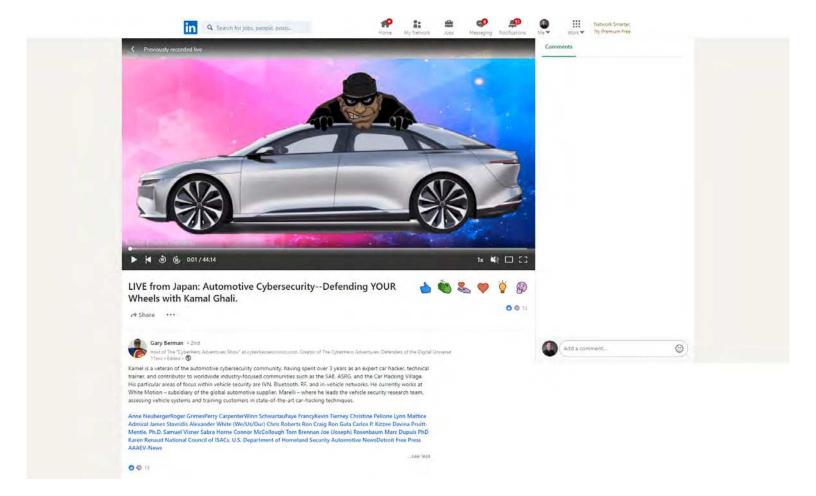


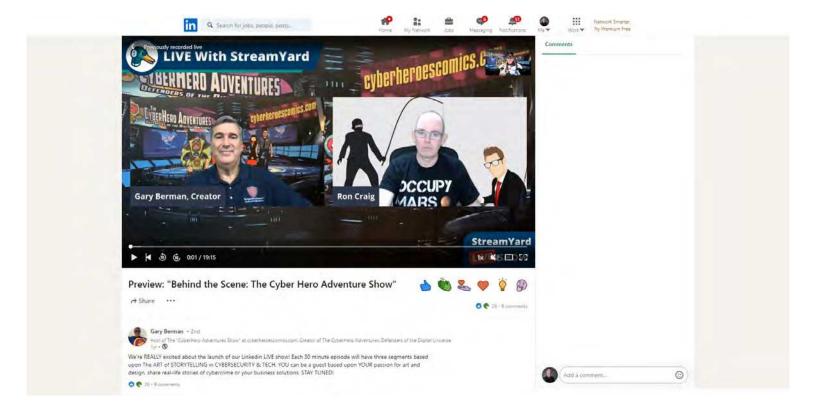


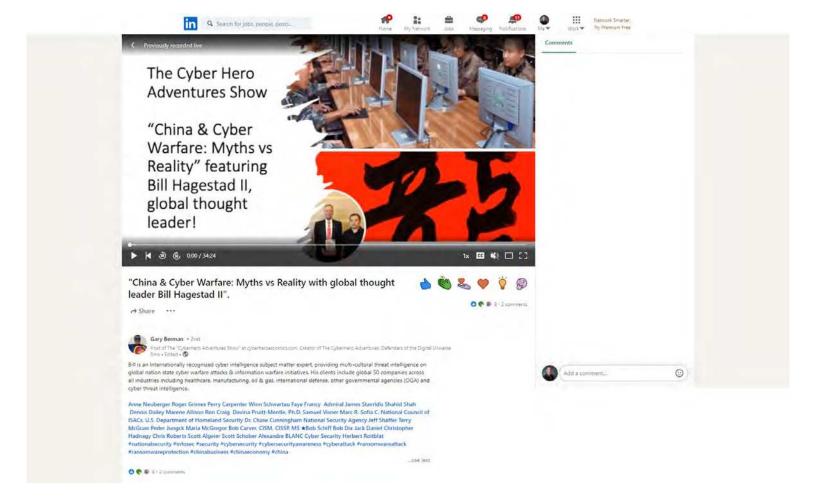


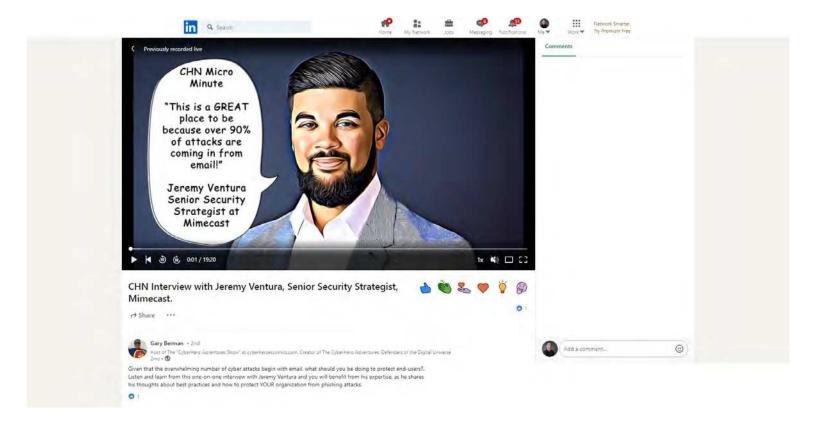


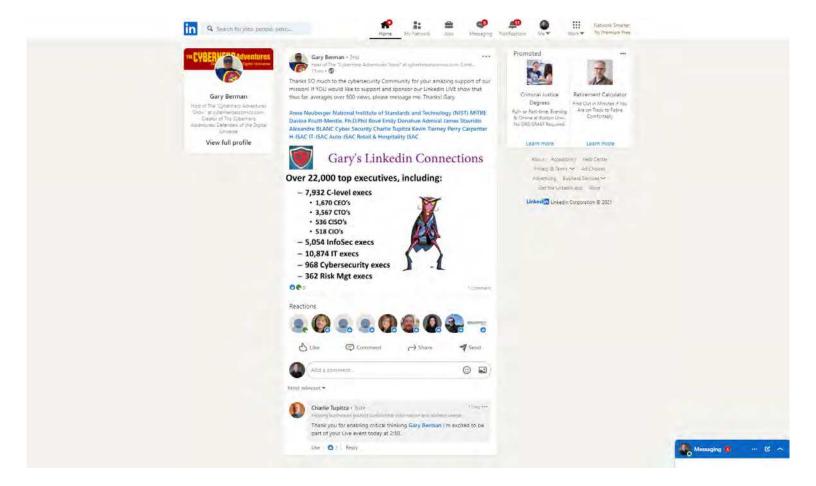


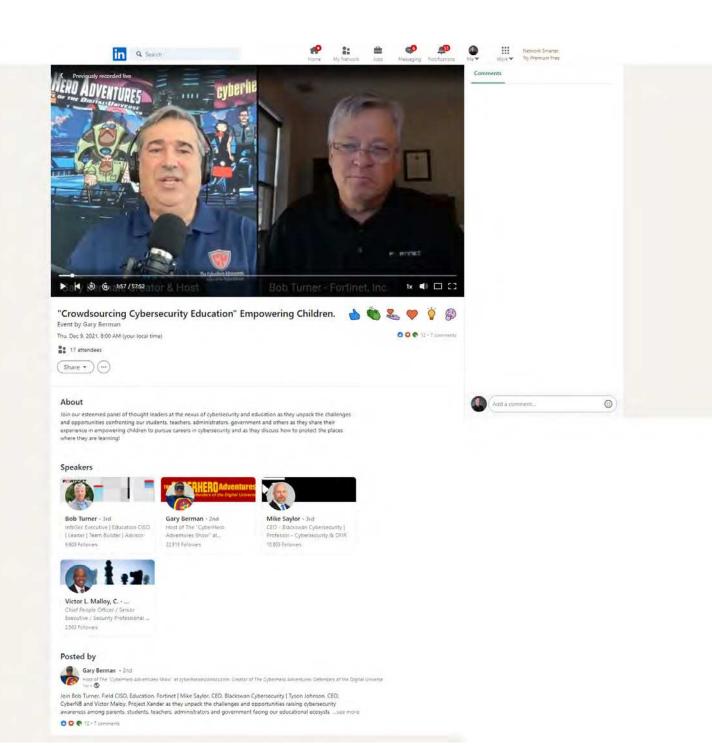


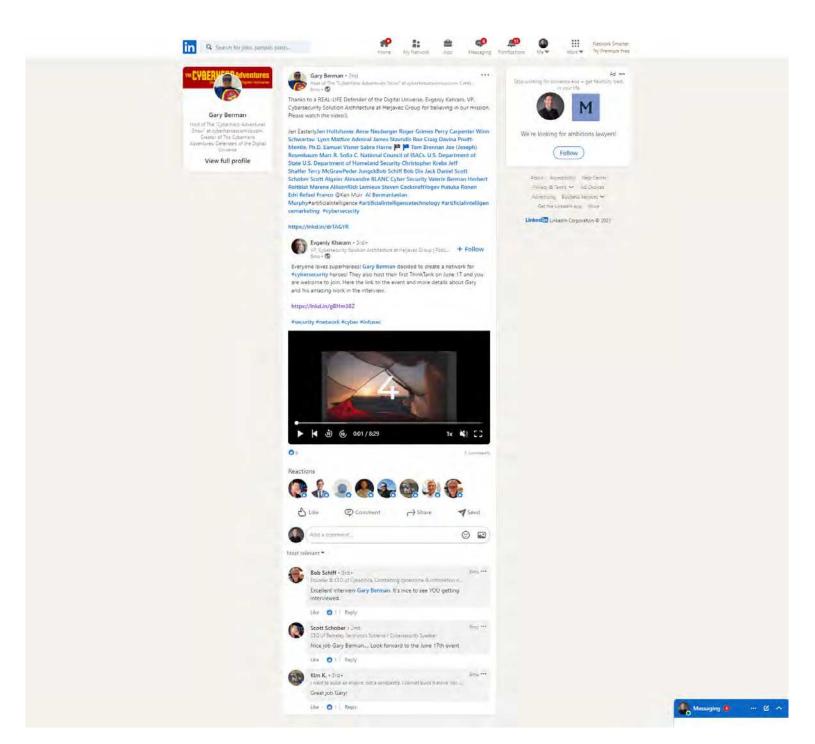


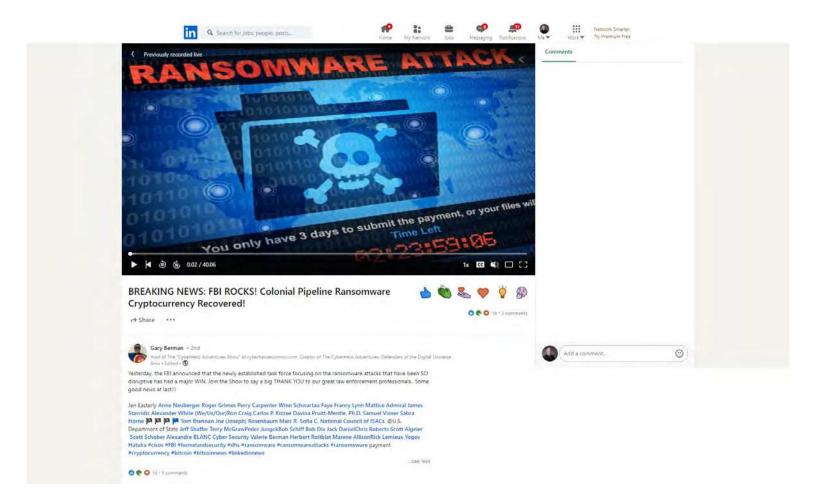


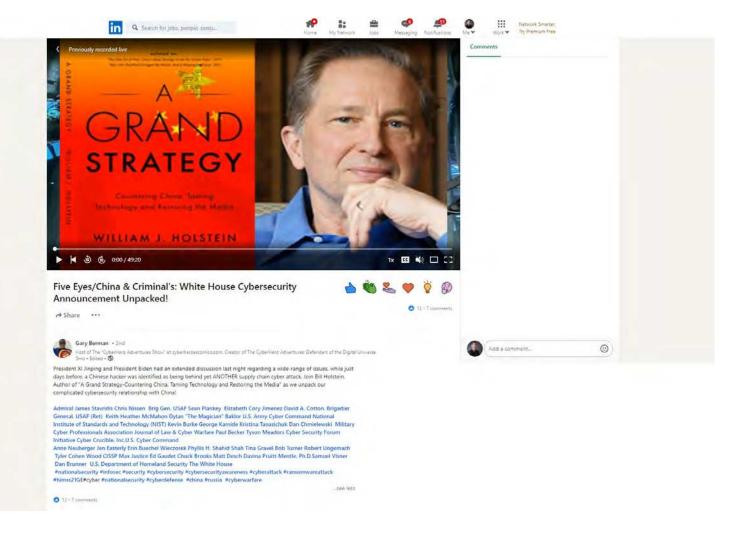


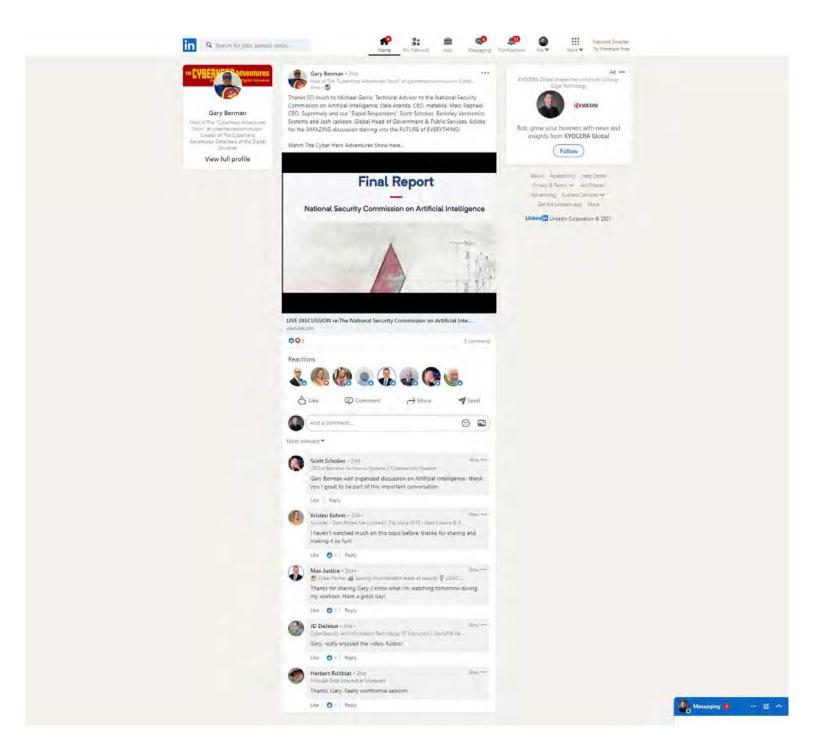


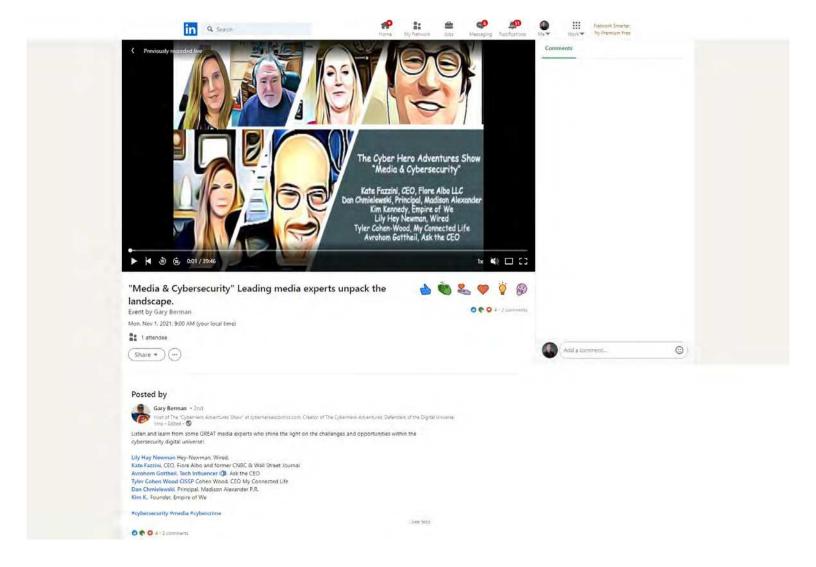


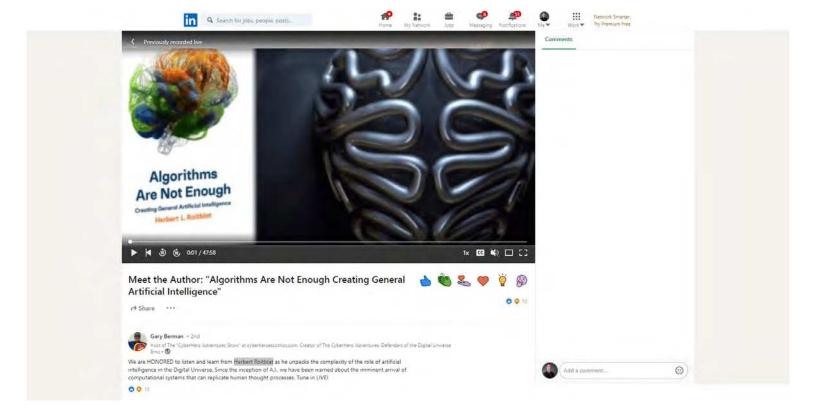


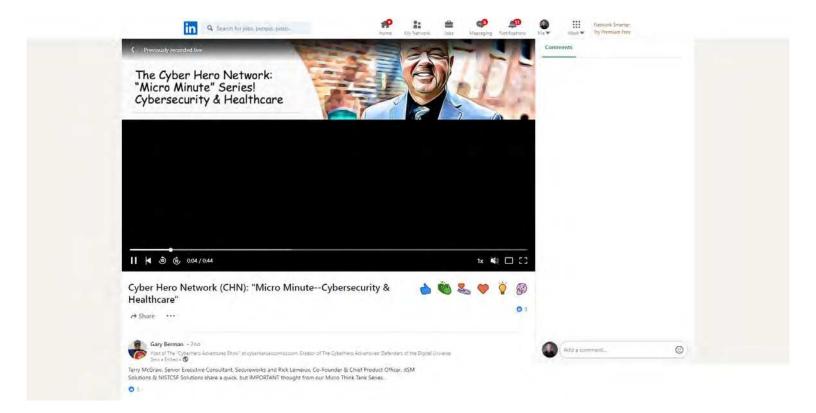


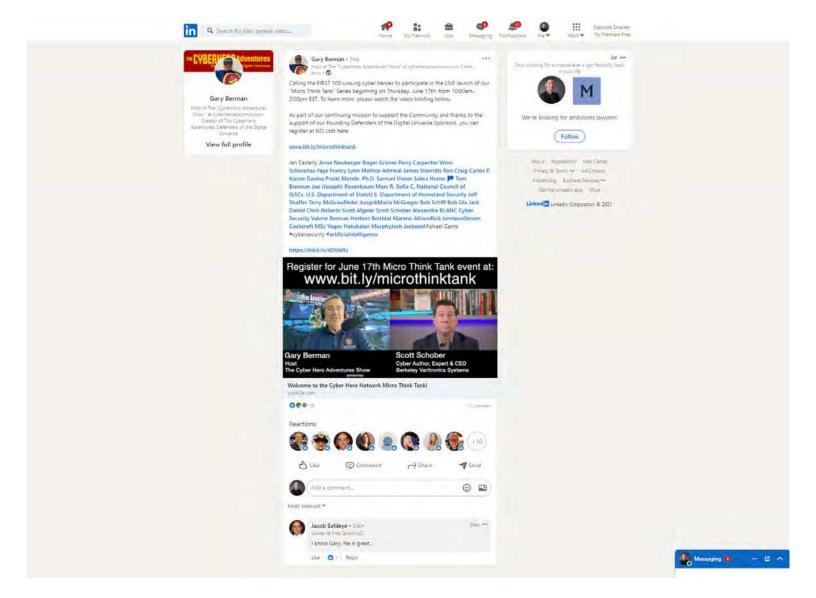


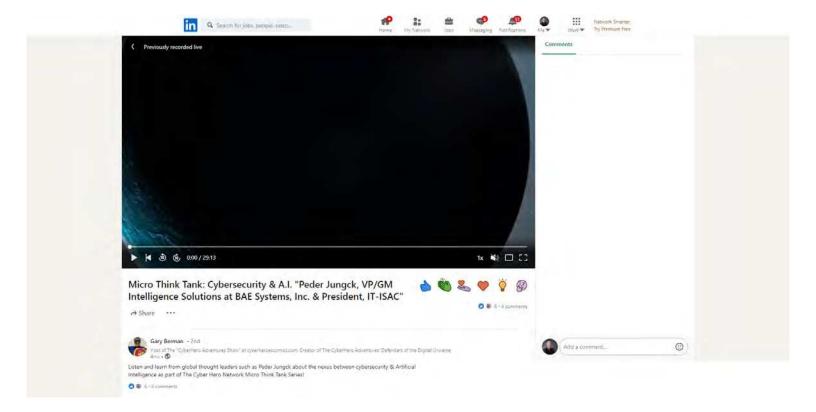


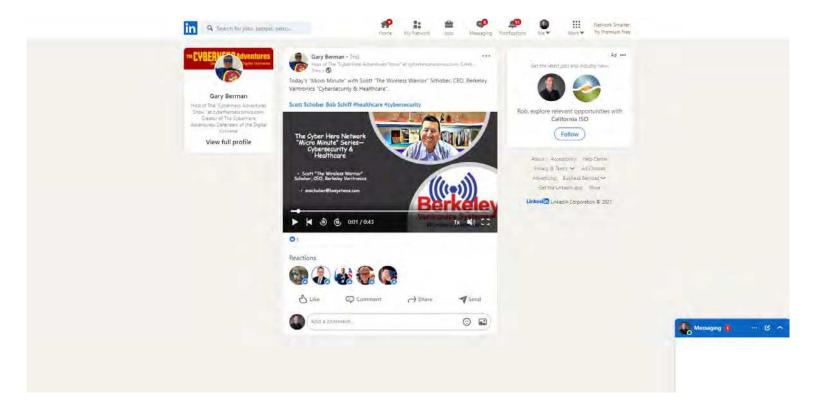




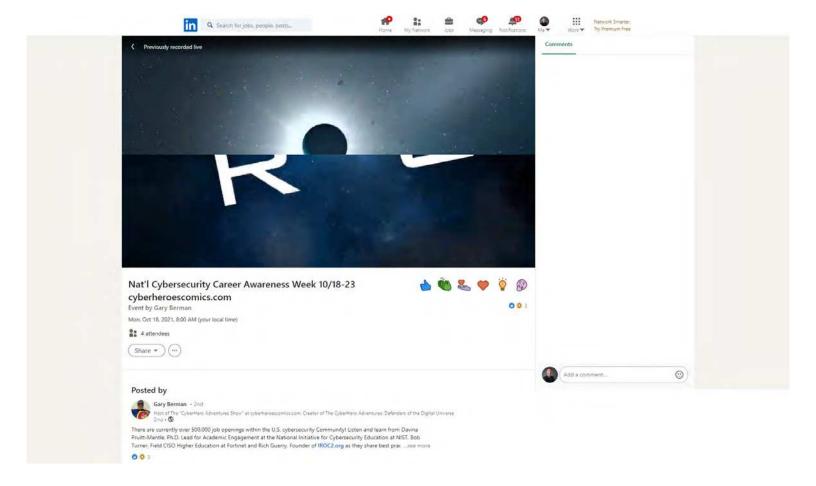


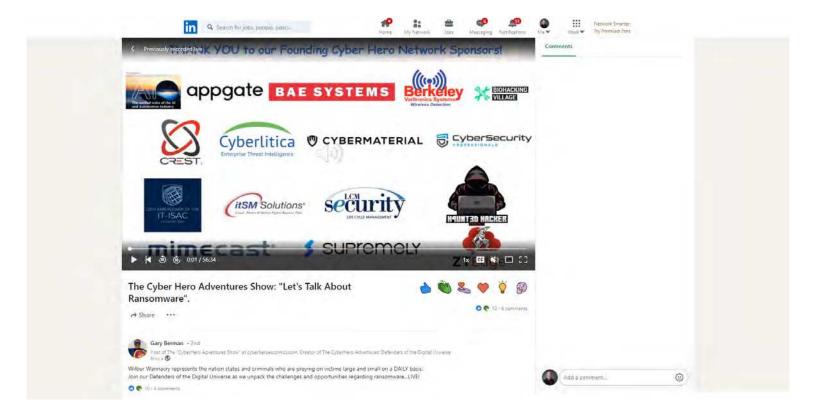


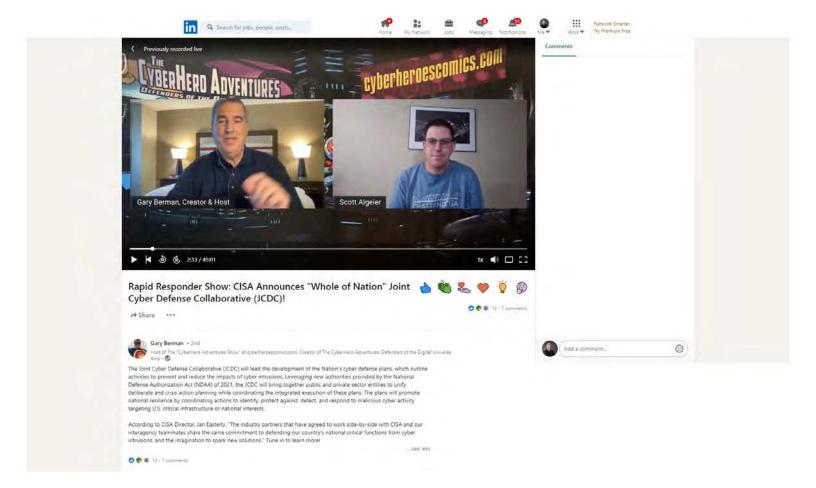


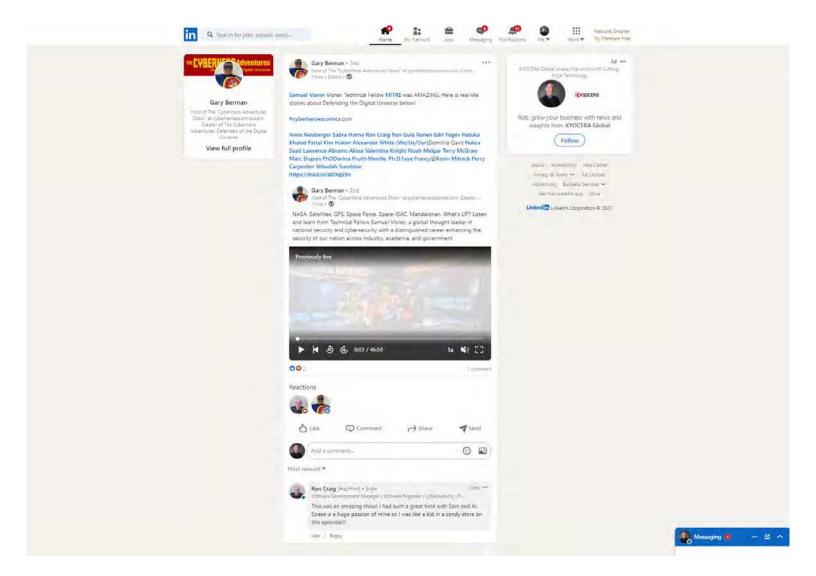


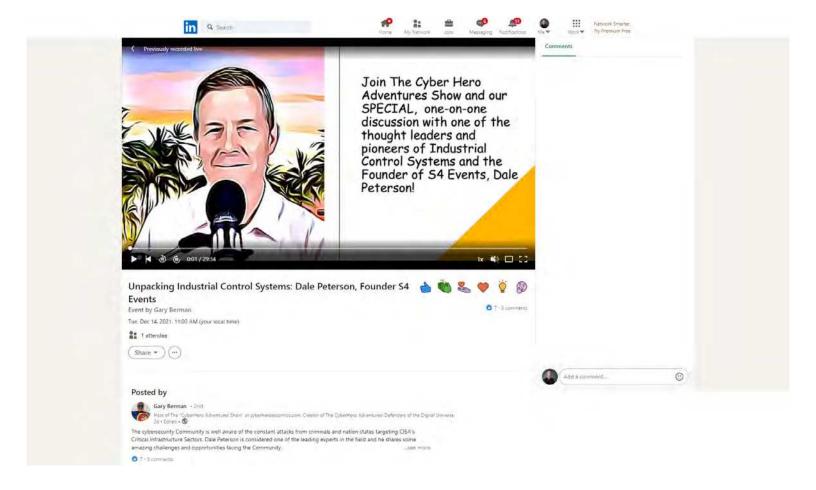


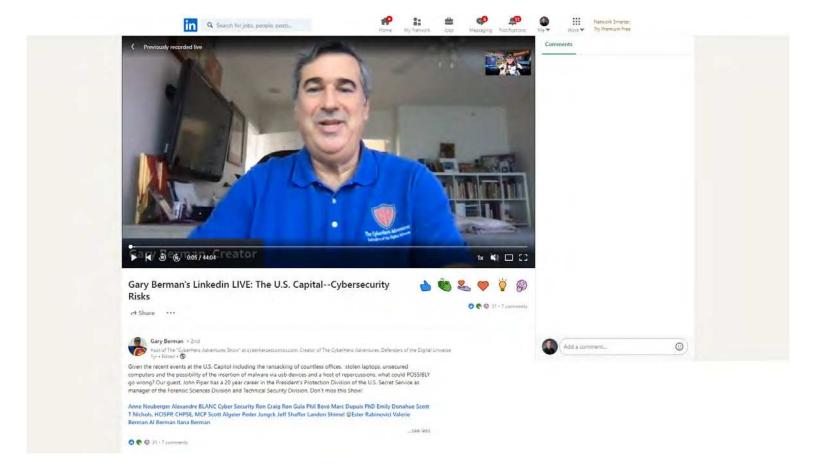


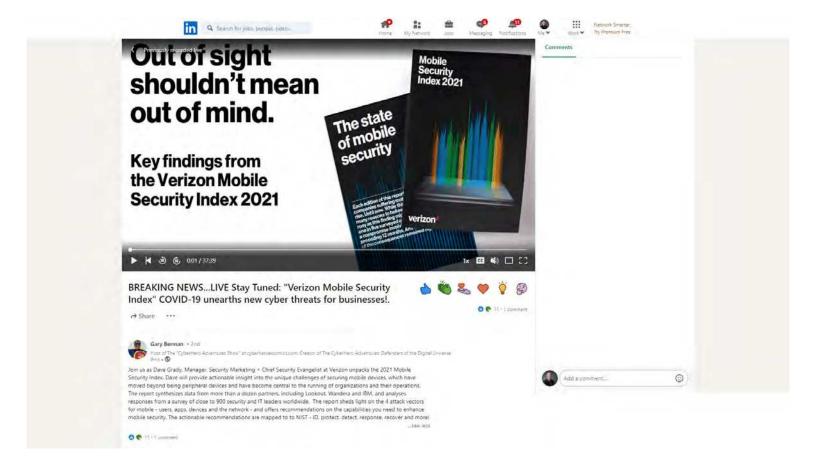


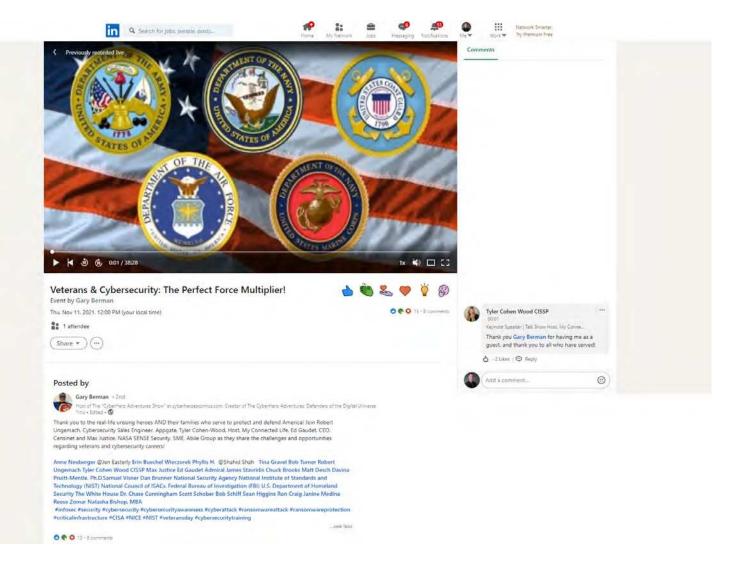




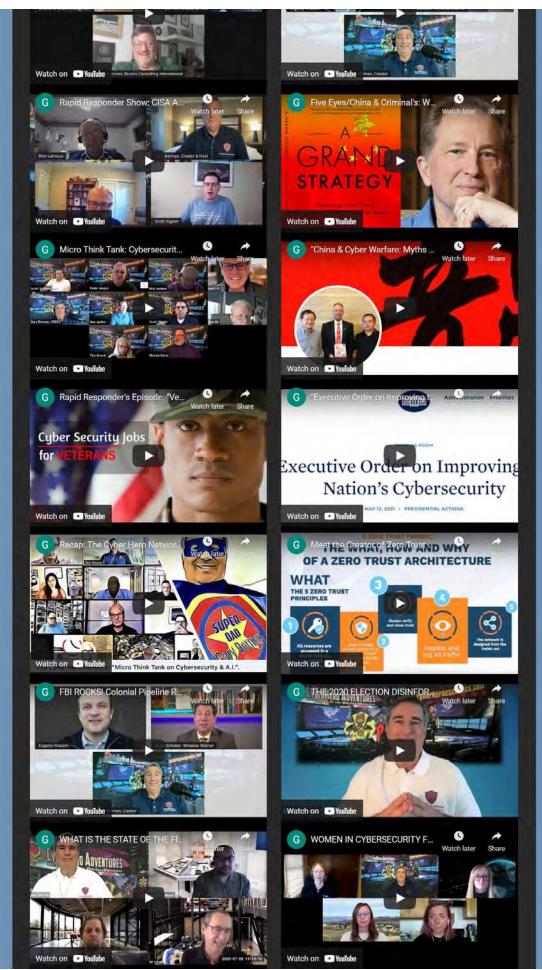


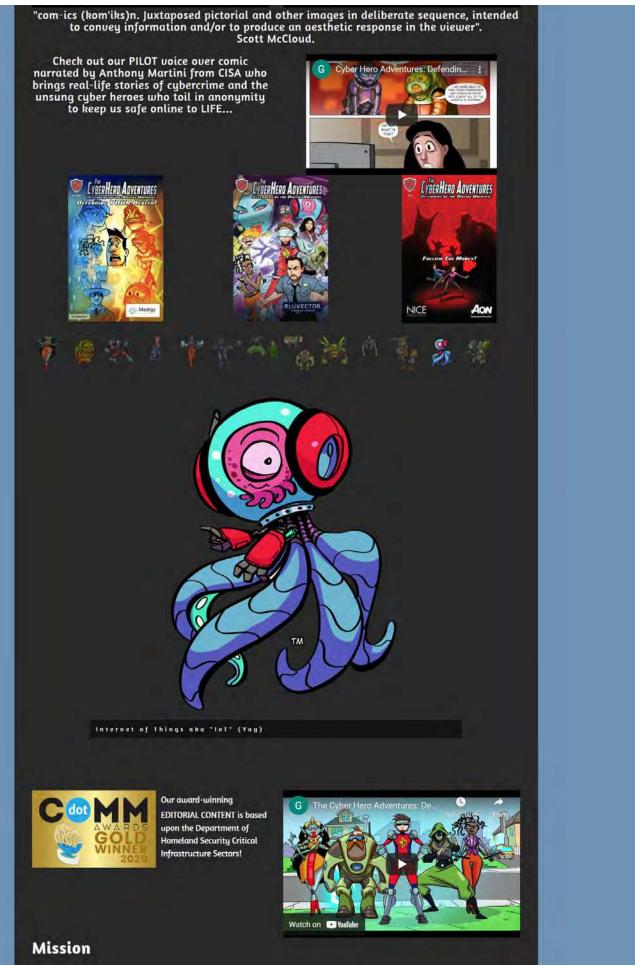












To shine the light on the UNSUNG HEROES who toil in anonymity to keep us safe at work, home and school and to say a big THANK YOU to the cybersecurity Community!

Strategy

We re-imagine complex, cyber security and tech information into REAL-LIFE, blinded cyber crime stories by creating and globally distributing empowering, engaging and entertaining superhero stories!

THANK YOU to our "Digital Universe" Sponsor Aon!

Announcing: IROC2.ORG for Families

Enhance your families basic cyber-hygiene skills through a nationally recognized, video-based training program superpowered by the Institute for Responsible Online and Cellphone Communication a.k.a. IROC2.

You have been granted super-secret, complimentary access by IROC2 to their video on demand training platform based on their multi-award-winning, live programs presented across the globe.

Your mission, if you choose to accept it, is to begin your family's training by clicking on the image below and to login:

- Username: Mission
- · Password: Accomplished



"It's a very unfortunate coincidence that within the cyber security community, words such as "CYBER HYGIENE", "INFECTION" AND "VIRUS" now have a real-life double meaning. We're here to help keep our healthcare ecosystem safe in the digital universe". Gary Berman, Creator

Say "BOO" to Vernan the Virus. Stay HOME!



Please JOIN our mission to shine the light on the "Unsung Heroes" of the Digital Universe!

if you are a product or service provider, we can help differentiate your organization from the 100's of security companies who compete for share of mind and sales.

If you are an enterprise or SME, you can deploy our platform to amplify your current efforts to create a "culture of cyber security" among your team.

If you are in the B2B or B2C space, use CyberHeroes to position your organization as a thought and action leader regarding cyber hygiene.

We enable you to amplify your internal and external messages via The Cyber Hero Adventures comics and characters, and ignite passion, engagement, and fun to DEFEAT "death by PowerPoint"

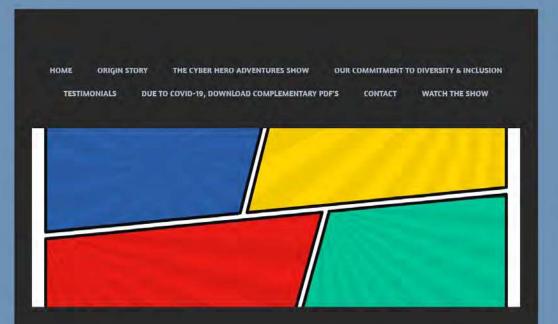
CEO's CTO's **1670 3567**

We LOVE to co-create our comics to help Sponsors amplify their missions! Here is a cool special edition that we did for Hack-inthe-Box in the United Arab Emirates:). We can even translate our comics into mony languages globally! CIO's CISO's 518 536



Dur Privacy Polic

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Gary Berman is the CEO of the Cyberman Security, LLC and the Creator of *The Cyber Hero*Adventures: Defenders of the Digital Universe comic platform. He often refers to himself as the "Forrest Gump" of cybersecurity, given that his 25-year career has been focused on thought leadership in marketing communications and segmentation - not infosec or cbyersecurity for many of the world's leading consumer brands.

Why cybersecurity?

Gary's company was the target of serial insider attacks- he lost everything and had the painful experience of closing the company and laying off wonderful team members. Unable to receive justice due to the difficulty of proving attribution, he pivoted from being a victim to becoming an advocate. His mission became helping others from suffering the same life-altering consequences of being hacked. Given that he knew

very little about technology in general and cybersecurity in particular, he decided to start learning the fundamentals. He went to the book that promised to do the job: "Cybersecurity for Dummies".



After reading only 10 pages, Gary was lost! Rather than giving up, he was now on a mission, He spoke to a senior executive from the company that published the book and told him what happened. The executive started to laugh so hard that it sounded like tears were coming from his eyes! Gary is a really funny guy, so he joined in the laughter.

He wanted to know why the executive was laughing. "It's not really for beginners!" Gary put on his marketing hat and said, "Then why do you call it "Cybersecurity for Dummies?" That's when it hit him that there had to be another way to distill complicated technology information into a

communications platform, not just for the cybersecurity community, but for all businesses, governments, educators, law enforcement, the military and non-profits.

How does a 59-year-old learn about cybersecurity? CONFERENCES! There are so many within the cybersecurity community, and they are packed with great speakers, vendors and clients. So, he went to every conference that he could afford. He listened and learned from the smartest people in the digital universe, first as an attendee, then as a cybersecurity reporter for cyberdefensemagazine.com. At the Consumer Electronics Show, the title on his badge read "Industry Analyst!"



Gary created an Advisory Board of thought leaders within the cybersecurity community, including Tom Brennan, founder of Proactive Risk. Tom and others provided much-needed direction and inspiration.

Now that the mission was clear - to distill complicated cybersecurity concepts into a more compelling communications approach - he sought out support from the cybersecurity community on LinkedIn. When he began, he had fewer than 10 connections. One at a time, every day, for almost six months, he invited Chief Security Officers (CSOs), Chief Information Security Officers (CISOs), Chief Executive Officers (CEO's), Chief Technology Officers (CTOs), Chief Marketing Officers (CMOs) and leaders from the Department of Defense, law enforcement, academia and others to submit real-life, blinded stories of cybercrime in answer to three questions:

- 2. What were the consequences, and,
- 3. What were the lessons learned?

NAdventures Defenders of the Digital Universe

Add profile section ▼

More...



See all

Gary Berman III

Cyber Industry Analyst | Creator, Cyber Hero Adventures Comic Platform | Contributing Writer @ cyberdefensemagazine.com

Miami/Fort Lauderdale Area · 500+ connections · Contact info

Cyberman Security, LLC

UF University of Florida

The community really responded. As of March 2020, Gary has nearly 22,000 followers, including some of the key players in the cybersecurity ecosystem. His number one take-away: The ONLY time that people hear about cybercrime or hacking is when black hats win! So he decided to shine the light on the "Unsung Heroes" - all of those who toil in anonymity to keep us safe at work, home and school.



Gary Berman

Cyber Industry Analyst | Creator, Cyber Hero Adventures Comic Platform | Contributing Writer @ cyberdefensemagazin...

Activity

21,955 followers Manage followers



Inside the real-life cyber heroes lair of the U.S. Secret Service. Thank YOU! Gary...

Gary shared this



Thanks Richard, the Community has been incredibly supportive. We're committed t...

Gary replied to a comment



It's a very unfortunate coincidence that within the cyber security Community,...

Gary shared this



Working with the Federal Government? Here is an interesting journey into the...

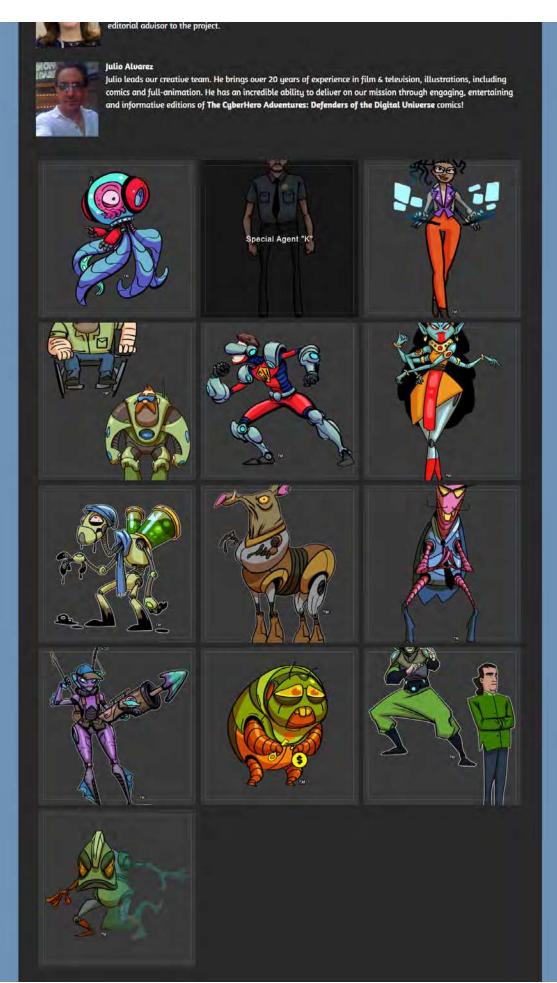
Gary shared this

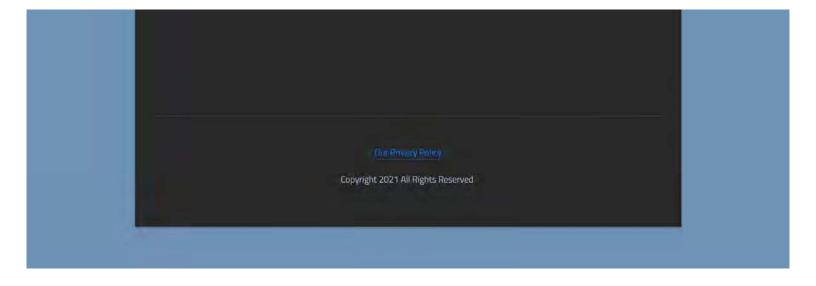
What about comics?

One day, he saw Spiderman and that's when the idea to design comics emerged. The next step was to jump/fly/appear/swim (think Aquaman) into the world of comic creator, Stan Lee, the force behind Marvel Comics. Gary watched TOO many super hero movies, online videos depicting "The Marvel Way", research from Harvard on storytelling in super hero movies and attending comic conventions (comic cons). If you have never been to a comic con, check it out. It's a mind-blowing, highly-interactive experience that will unleash your inner-child!









HOME ORIGIN STORY THE CYBER HERO ADVENTURES SHOW DUR COMMITMENT TO DIVERSITY & INCLUSION
TESTIMONIALS DUE TO COVID-19, DOWNLOAD COMPLEMENTARY PDF'S CONTACT WATCH THE SHOW



"Cybersecurity awareness is a critical component of any cyber resilience strategy. Appropriate cyber hygiene must become part of every health system's culture the same way they guard against the spread of germs and infections. The CyberHero Adventures series is an impactful and engaging tool to raise employee awareness and materially change behavior. The plotlines put cyber risk into context in ways that make it easy for people to understand their role in building resilience and see the consequences of their actions. This is a powerful employee engagement strategy and Aon is proud to be a sponsor".

Thomas E. Abel | Senior Vice President, Marketing & Business Development | Aon Cyber Solutions.

"As threat actors increase their attack frequency and complexity, all network security teams need to adapt their security infrastructure to maximize their effectiveness. Securing healthcare infrastructures is an extremely difficult challenge as the devices within the network are highly specialized, and The CyberHero Adventures series highlights this challenge in an impactful way,".

Anthony James, Vice President of Product Marketing at Infoblox, Inc.

"It's an honor for ERI and our A.I. robots, SAM and ERNIE to be included in the 'Defending Your Health' edition of the Cyber Hero Adventures comic book," said John Shegerian, Co-Founder and Executive Chairman of ERI, the nation's leading fully integrated IT and electronics asset disposition provider and cybersecurity-focused hardware destruction company. "It's more important than ever that data is protected—in and out of the healthcare system. One area that does not get discussed enough is the hardware hacking of that private data from end-of-life devices and electronic waste, and the urgent need to destroy this data in a responsible manner while protecting the planet at the same time. Cyber Hero Adventures provides a unique and easy-to-understand approach to sharing that message and we are proud to be a part of it!"

Tom Brennan, United States Chairman, CREST International (https://www.crest-approved.org), agrees the series has an important role to play: "People, process, and technology can help protect what matters most. The CyberHero Adventures is an illustration of providing a light-hearted way to communicate the message that can be easily digested."

"Samsung is excited to partner with Cyberman Security and their CEO, Gary Berman, to support a new wave of technical-security training that creates true collaboration between the Cyber Heroes of the world. Storytelling is the best way to explain, and audiences to retain, the real issues facing corporations during the current digital transformation."

- Keith Fuentes

Vice President, Knox Sales, Samsung Electronics America, Inc.

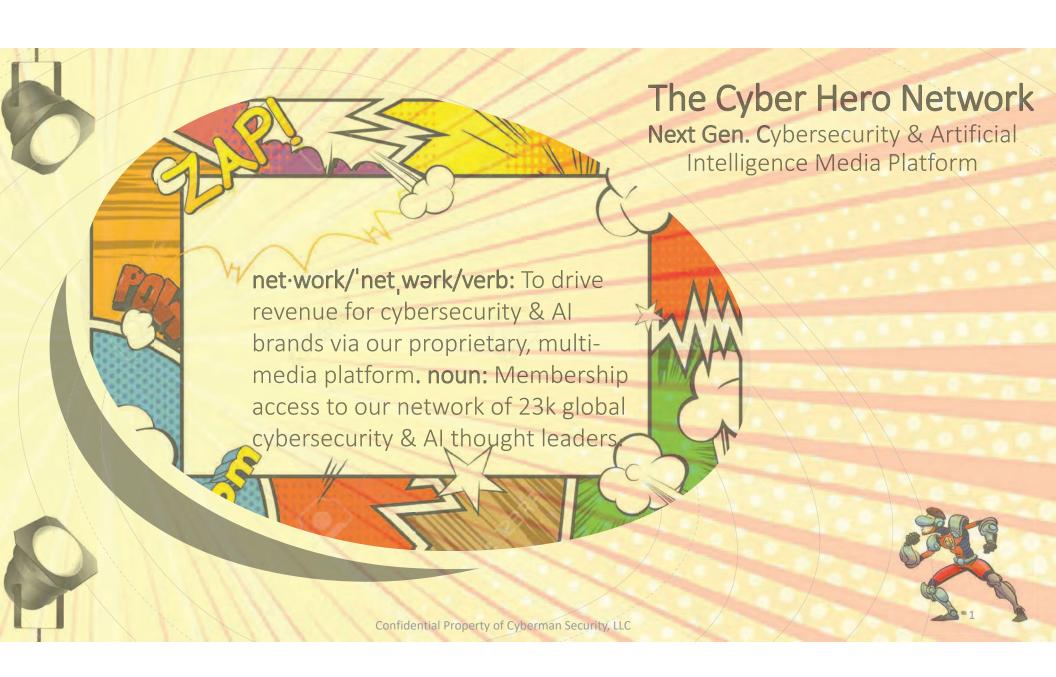
"Cyberspace needs a hero! In fact, it needs a League of Heroes. If phrases like that stir something within you... and, let's face it, you know that they do, then you will immediately understand the value of this series. CyberHeroes: Defenders of the Digital Universe allows organizations to tap into the global infatuation with superheroes. It's time to suit-up, empower your organization and your family, and advocate for victims."

- Perry Carpenter Chief Evangelist and Strategy Officer, KnowBe4.com

"The CyberHero Adventures: Defenders of the Digital Universe is truly a game-changer in the rapidly evolving cyber security ecosystem. Depicting the

on-going battle between White vs. Black Hats in a superhero world is incredibly educating, interesting, intelligent, intriguing, entertaining and engaging. This is a must-read for large enterprises, SME's, law enforcement, the military, academia, educators and family members who want to stay safe online." - Dr. George Antoniou Assistant Professor of Cyber Security Management, St. Thomas University "I can't thank you enough for presenting your insights and tools to the Best Buddies staff today. Your personal story helped us see how cyber-invasion can happen to anyone at any level. This can be scary and tricky material, but your positive energy brought us out the other side." "We're looking forward to collaborating with you in the future on the creation of a customized version of The CyberHero Adventures: Defenders of the Digital Universe to serve our community of people with and without special needs throughout the United States." - Corey Yugler, Director Training & Development, Best Buddies Global Headquarters "Cyber security leads to cyber safety and as evolving technologies that connect the world continue to make their way into the hands of children, it is vital today's youth and families are armed with information to make them less vulnerable. Using super heros and storylines that children can relate to creates a unique and edu-taining resource that can be used to creatively introduce and educate the next generation of digital citizens about the importance of understanding cyber security. Kudos to Gary Berman for developing and delivering such an important resource to families across our now global neighborhood." - Richard Guerry, Founder Institute of Responsible Online & Cellphone Communications, Iroc2.org "People, Process, and Technology can help protect what matters most. Cyber Hero's is an illustration of providing a light-hearted and simple way to communicate the message that can be easily digested, great job!" - Tom Brennan, CTO Proactive Risk

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Our Origin Story



The CyberHero Network: "Micro Think Tank on Cybersecurity & A.I.".

Our Mission

We drive revenue for cybersecurity &
Al brands by leveraging
our network of 23k global influencers via our
proprietary multi-media platform.

- CEO of successful marketing research firm.
- Hacked by insider via APT.
- Lost everything.
- Unable to receive justice.
- Pivot from victim to advocate.
- Founded Cyberman Security, LLC.
- Cyberheroescomics.com.
- The Cyber Hero Adventures Show.
- The Cyber Hero Network.

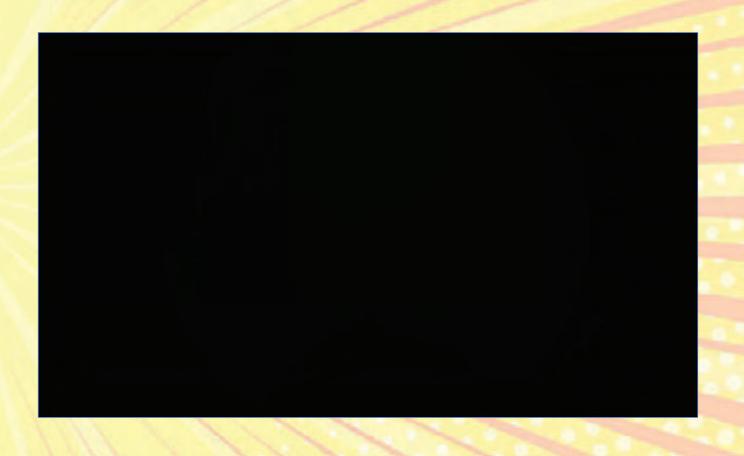


Our differentiator = We are widely known as ADVOCATES and NOT as vendors.





The Problem: Hackers are winning, Defenders are stressed out.



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The Solution: We'll AMPLIFY YOUR STORY via The Cyber Hero Network Platform



100+ Shows | 300+ Thought Leaders



Micro Think Tanks



50+ Cybersecurity Conferences



Animations



The Solution: We'll AMPLIFY YOUR STORY via The Cyber Hero Network Platform





2,412 Views 5,085 Views Shared Multi-Sponsored Comics





1,072 Views 3,256 Views

Bespoke Custom Comics

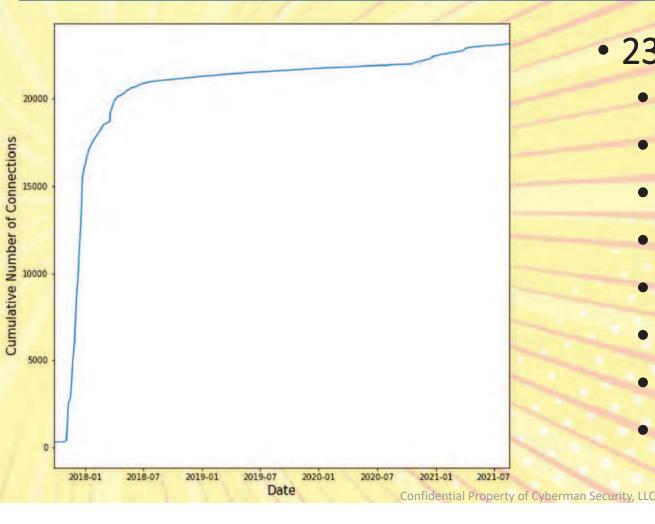




Special Projects K-12



Who will see YOUR story? Our Linkedin Audience



- 23,235 Top Executives
 - 1,670 CEO's
 - 3,567 CTO's
 - 536 CISO's
 - 518 CIO's
 - 5,065 InfoSec Execs
 - 10,374 IT Execs
 - 968 Cybersecurity Execs
 - 537 Risk Managers

7



Our Linkedin Audience

People from these companies viewed your video		People with these titles viewed your video		People from these locations viewed your video	
Forescout Technologies Inc.	9	Business Strategist	18	Washington DC-Baltimore Area	17
Tenable	4	Salesperson	18	New York City Metropolitan Area	14
Dragos, Inc.	4	Information Security Specialist	14	Greater Houston	8
Nozomi Networks	4			Atlanta Metropolitan Area	7
		Founder	12	AN ENGLISHMENT TO THE THE	
EY	4	2000000000000000	120	London Area, United Kingdom	6
COADM The OT 8 let		Executive Director	11	Con Francisco Dell'Asso	
SCADAfence - The OT & IoT Cybersecurity Company	4	Technology Manager	10	San Francisco Bay Area	6
Cybersecurity Company		reciniology Manager	10	Greater Boston	5
Capgemini	3	Information Technology	9	Dicardi Doutair	
		Consultant		Greater Chicago Area	4
Honeywell	3				
		Software Developer	8		



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Our audience LOVES our content!

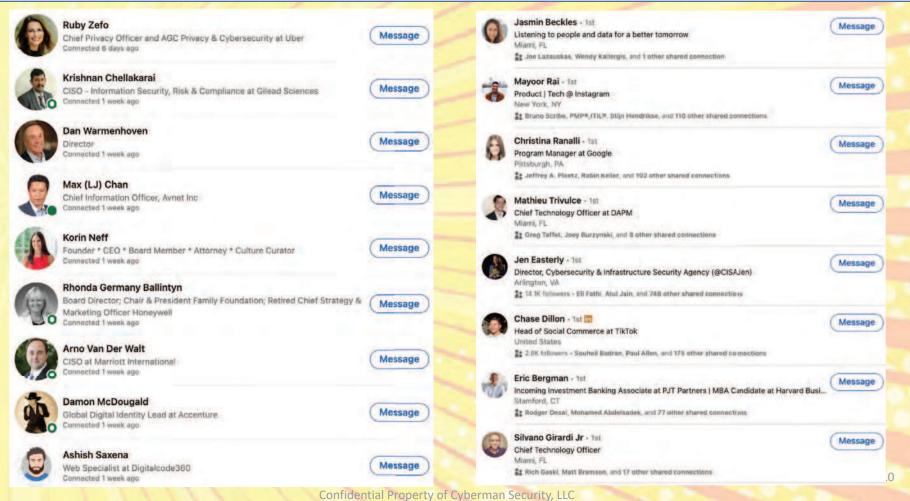




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Network: Here is a small, random sample of cybersecurity & AI decision makers.





The Opportunity

The Cyber Hero Network thrives at the intersection of Cybersecurity / AI / Media markets

Cybersecurity Industry

 Cyber awareness market - predicted to reach more than \$10B by 2027 (cybersecurityventures)

AI & Cyber

 The Artificial Intelligence in Security market was valued at USD 5.08 billion in 2020 and is expected to reach USD 14.18 billion by 2026, at a CAGR of 18.64% over the forecast period 2021 - 2026

Cyber Media industry Cyber Hero Al Market

Cybersecurity & Al Media

- A green field market with handful of existing players.
- The digital media market in the US is expected to generate \$85.6 billion in 2021 and grow to \$117.4 billion by 2025 (statista)

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11



How We Make Money

Recurring Revenue

- Cyber Hero Network Annual Membership
 - Three levels based upon company size:

• Individual : \$250

• SMB <10 people : \$2,500

Enterprise : \$25,000



- Cyber Hero Adventures: Sponsorship Packages
 - 12 Monthly CHA Shows : \$60,000 annually
 - 4 Quarterly Multi-Comics: \$20,000 annually
 - 4 Quarterly Think Tanks. : \$20,000 per event.

OT Revenue

Custom Bespoke Comics

24 pages, full-color. : \$50,000
 12 pages, full-color : \$35,000
 2 pages, full-color : \$10,000

• Custom Bespoke Animations. : \$100,000-\$200,000

Conferences & Special Events

CHA Broadcast : \$10,000

• Micro Think Tank : \$5,000-\$20,000

Keynote Speech : \$7,500
Comic Event Program : \$5000
Cyber Hero Book Club. : \$5,000
Autograph Signing : \$2,500

Television Show : \$500 per episode

Notable Partners:







appgate



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Our USP: The IT Community LOVES Super Hero Comics & Movies

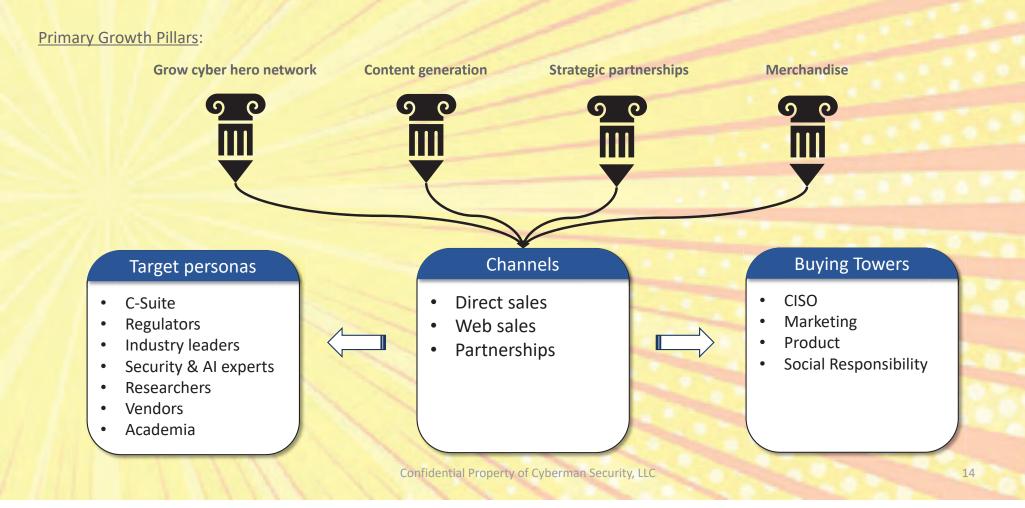
Breaking news...Spiderman: No Way Home breaks box office record of \$50 million!



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Go To Market Strategy (Scaling up the mission)





Advisory Board (partial listing)

When smart, mission-driven people get together...good things happen!



Scott Schoeber
CEO of Berkeley Varitronics
Systems / Cybersecurity Speaker



Herbert Roitblat
Former Principal Data
Scientist at Mimecast



Bob Turner
InfoSec Executive Fortinet
Education CISO



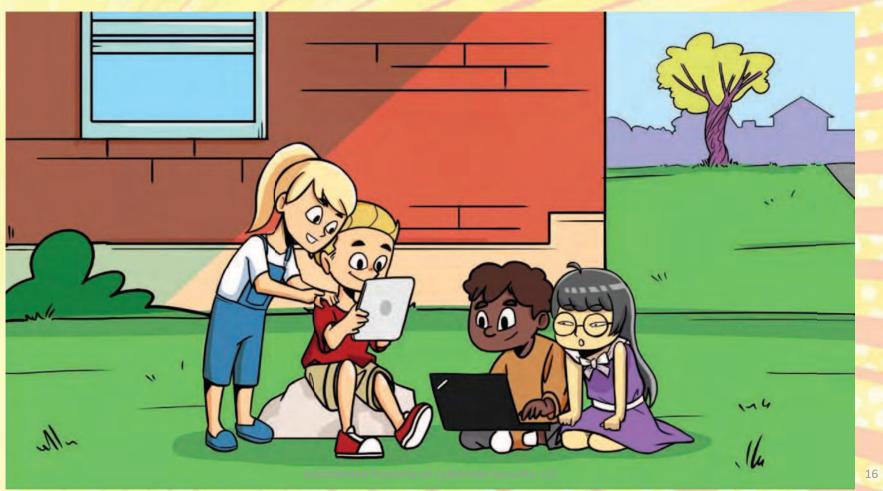
Tina Gravel
SVP Channels and
Alliances Appgate



Dan Brunner CEO Novucyber



Keeping our children safe and inspiring the next gen of Defenders.







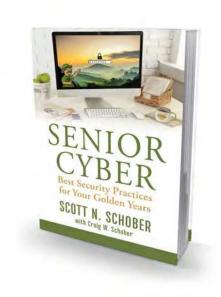


The Voice of Cyber Crime Radio



Listen all day. Scott Schober delivers hourly news as the voice of CyberCrime Radio. Hear interviews with your favorite experts and get tips to stay safe from the latest hacks and breaches. Stream 24 / 7 / 365. <u>LISTEN NOW</u>

LISTEN NOW





Give the gift of security to loved ones and friends.

"Buy this for all the computer using seniors in your life! Can't recommend this enough. In fact, I'm about to buy a second copy for my Mother." - Amazon Reviewer

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Scott Schober | www.ScottSchober.com









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FULLSYNC (https://fullsync.co.uk/)

Home (https://fullsync.co.uk/) > News (https://fullsync.co.uk/category/news/) > Cyber Hero - Mission Runner goes full release on March 24th!

NEWS (HTTPS://FULLSYNC.CO.UK/CATEGORY/NEWS/)

Cyber Hero – Mission Runner goes full release on March 24th!

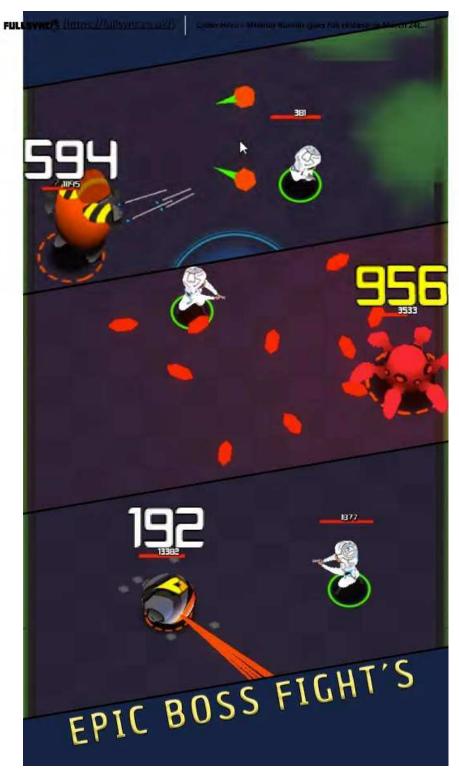
MADDOX - 4 DAYS O (HTTPS://FULLSYNC.CO.UK/CYBER-HERO-MISSION-RUNNER-FULL-RELEASE(HTTPS://FULLSYNC.CO.UK/AUTHOR/MADDOX/) AGO

MARCH/#RESPOND)



German-based game developer **Since Idea Games** announces today the full release of *Cyber Hero – Mission Runner*, to hit <u>Android (https://fullsync.co.uk/nba-supercard-available-ios-and-android-today/)</u> on March 24, after a year of development.

<u>Cyber Hero – Mission Runner (https://discord.com/invite/44qtWre8Dh)</u> is a roguelike top-down vertical shooter in the cyberpunk genre. You play a hero and will encounter fast-paced actions and adventures in the game. Like bullet hell, you run through rooms and clear the enemies while avoiding being hit by their projectiles and attacks. Your goal: finish one room after another to reach the next mission.

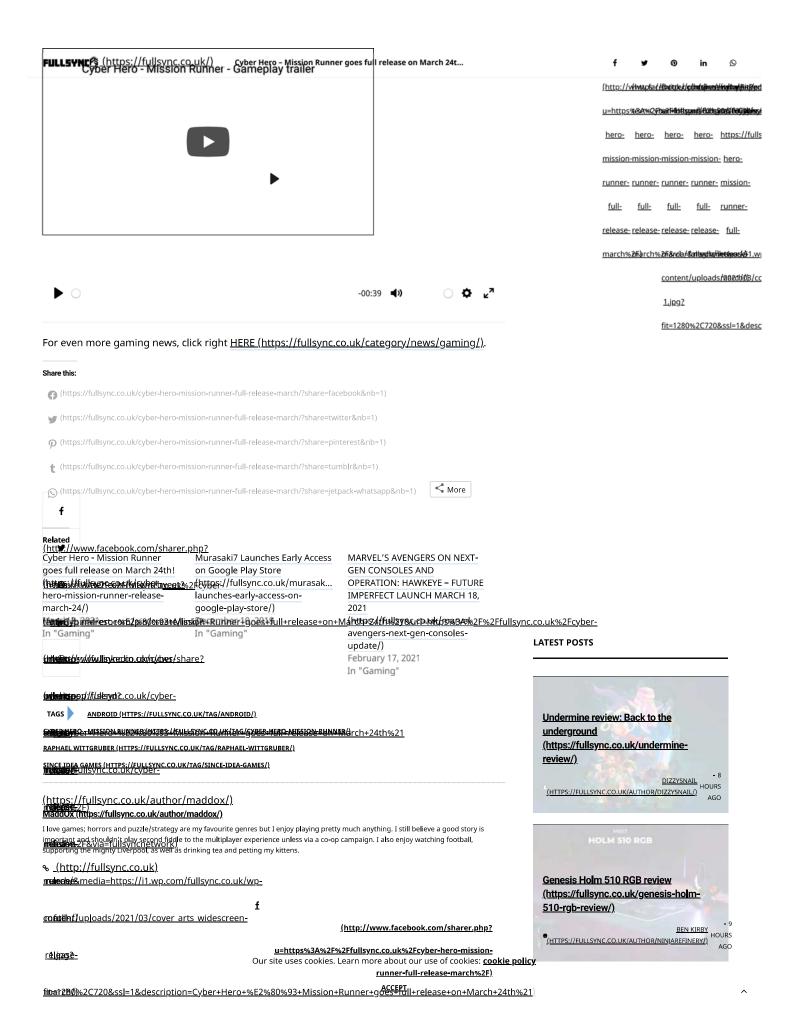


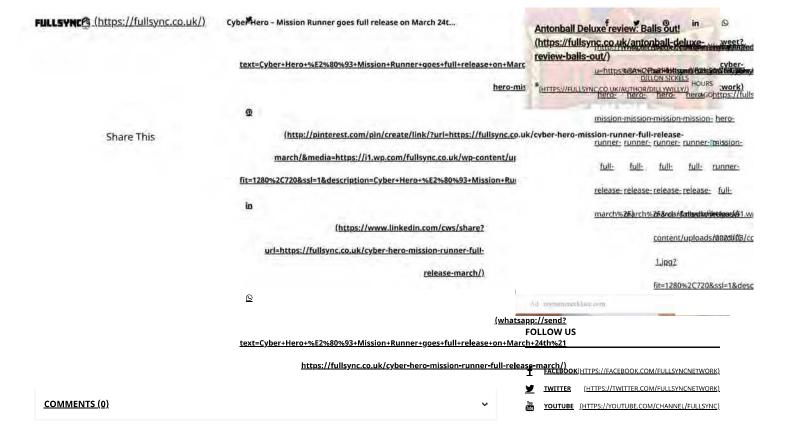
For each mission, you unlock a bunch of cool features, skills and items to raise the power of your hero. Everything can be upgraded. Try out endless combinations and achieve absurd power levels.

IT'S BEEN AN AMAZING JOURNEY FOR US DEVELOPING "CYBER HERO – MISSION RUNNER", AND AFTER A SHORT TIME IN EARLY ACCESS, WE ARE NOW VERY EXCITED ABOUT BEING ABLE TO PRESENT THE FULL VERSION TO THE WHOLE WORLD.

Raphael Wittgruber, CEO of Since Idea Games Our site uses cookies. Learn more about our use of cookies: <u>cookie policy</u> Lipg?

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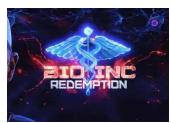


(https://fullsync.co.uk/cyberhero-mission-runner-releasemarch-24/)

NEWS (HTTPS://FULLSYNC.CO.UK/CATEGORY/NEWS/)

Cyber Hero — Mission Runner goes full

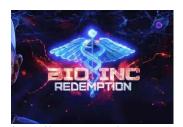
release on March 24th!
(https://fullsync.co.uk/cyber-hero-mission-runner-release-march-24/)



(https://fullsync.co.uk/bio-inc-redemption-accepts-patients-today-ios-android/)

<u>NEWS</u> (HTTPs://FULLSYNC.CO.UK/CATEGORY/NEWS/)

Bio Inc.: Redemption Accepts Patients
Today on iOS and Android Devices
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(https://fullsync.co.uk/bio-incredemption-preps-mobileversion/)

NEWS (HTTPS://FULLSYNC.CO.UK/CATEGORY/NEWS/)
Bio Inc. Redemption Preps Mobile Versions

for Surgery on December
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Oceans Lite Available Now for Free on iOS, Android (https://fullsync.co.uk/oceans-liteavailable-free-ios-android/)

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Play Kaldheim Sealed on MTG Arena and show hero- hero- hero- https://fulls

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Wizards of the Coast





your opponents what legends are made of.

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Genesis Holm 510 RGB review (https://fullsync.co.uk/genesisholm-510-rgb-review/)

9 HOURS AGO



(https://f dead-of-<u>night-</u> review-

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7 Similar Games Like VR kanojo To Play in 2020 - Advertised <u>Feature</u>

similargames-<u>like-vr-</u> kanojoto-playin-2020/) (https://fullsync.co.uk/7-similargames-like-vr-kanojo-to-play-

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ACCEPT

Available Now on Nintendo Switch (https://fullsync.co.uk/harvestFULLSYNE (https://fullsync.co.uk/)

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JOIN The Cyber Hero Adventures Show LIVE as we listen and learn about the mental health challenges and opportunities facing the Cybersecurity Community from Jack Daniel, Co-Founder of BSides and Lianne Potter, Founder of

Technically Speaking Leeds. Be part of the discussion on Friday, March 25th. at 1:00pm EST. Thanks! Gary https://www.youtube.com/watch?v=kDBusWyFu6Q



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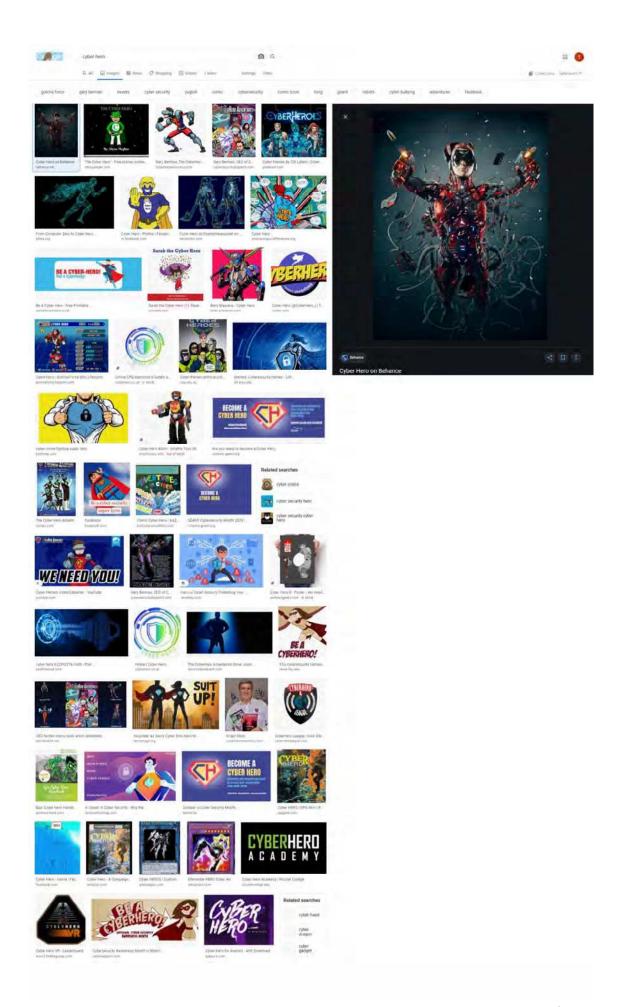
Out of sight shouldn't mean out of mind.

Key findings from the Verizon Mobile Security Index 2021



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CERTIFICATE OF SERVICE

I hereby certify that on December 23, 2021, a copy of the above Appendix of Genericness of Usage of Trademark(s) Applicant Cyberman Security, LLC's (Opposition No. 91249427) and Opposer Cyberman Security, LLC's (Opposition No. 91253845) was served by electronic mail on Evolutionary Guidance Media R&D Inc.'s attorney of record as follows:

MLowry@wlj.com

Meredith K. Lowry, AR Bar 2005232 WRIGHT LINDSEY & JENNINGS LLP 3333 Pinnacle Hills Pkwy. Ste. 510 Rogers, AR 72758

Attorney for Plaintiff in '427 and Defendant '845

/s/Tad Prizant

Tad Prizant